

HIGHEST GRADE PAINT AT WHOLESALE PRICES

GREAT WESTERN PAINT Catalog



fresh
from
FACTORY
to
PAINTER

1929

GREAT WESTERN PAINT MFG. CO.

CHICAGO
BUFFALO

KANSAS CITY
FT. SMITH

ST. LOUIS
DALLAS

Guarantee

**Your Money Back if
you are not Satisfied**

IRON CLAD GUARANTEE

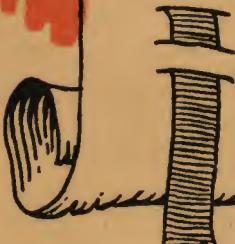


WE absolutely guarantee the Great Western Products to be just as represented. By this we mean just what we say, and if for any reason any of our products do not please you in any way after you have applied the first one or two gallons, we want you to return the balance to us and we will gladly refund what you have paid us, including the cost of the paint used, as well as all transportation charges.

If, after applying any of our products according to our directions, you do not receive the service you think you are deserving of, we will gladly replace the material without one penny expense to you.

GREAT WESTERN PAINT MFG. CO.

President



THIS LEGAL DOCUMENT IS BACK OF ALL GREAT WESTERN PRODUCTS

Here is the original A. M. Hughes money-back guarantee. It hangs in our factory. All employees recognize the standards set for them by A. M. Hughes. They are eager to make every gallon of Great Western Paints conform with our true tested proven formulas.

This guarantee sells paint for you. Your customers will buy from you when they read this guarantee.

On any adjustment or dissatisfaction there are no arguments or red tape. We stand ready to back this guarantee with all our resources.



PIONEERS

Some say that the day of adventure has passed, but their eyes are closed to romance and reality. Pioneering today goes on in the business world where centuries past it sailed the seven seas. Progress and invention go hand in hand today. Old methods are replaced with new. The painter who yesterday was dependent upon the wages paid for his labor, is now an independent business man. This change has come about solely through the pioneering work done by the Great Western Company.

Now, the painter has two sources of income, one from his labor and the other from the profits on his paint sales. When A. M. Hughes laid down the principle some seventeen years ago, that the "Painter is the rightful man to sell paint and make a profit on it," such a method of doing business was unheard of. The painter was not considered in the sale of paint in those days. But the principle was sound and being sound, it was bound to triumph. Gradually, the Great Western Plan gathered momentum. After the trail blazers had broken the way, painters in ever-increasing numbers began to follow and to reap an extra profit.

Thousands of painters are listed as active members of the Kangaroo club and more are joining every day. The Great Western way is the modern way. It points the road to independence for the painter. Painters who formerly had to struggle to make ends meet, now are well-to-do and hold places of respect in their communities. This revolution in the painting trade has come since the inauguration of Mr. Hughes' Great Western Plan. It is little wonder that painters everywhere call him

"THE PAINTERS FRIEND"





A. M. HUGHES
President and Founder of the Great Western Paint Company

Mr. Hughes is rounding out almost half a century of service in the paint industry. He is one of America's foremost paint manufacturers and is recognized as an authority on all phases of paint manufacturing and merchandising.

Mr. Hughes is the originator of the Great Western Plan of selling paint through the painter. His bond of friendship extends to painters, contractors and leaders in the industry throughout America. He is constantly referred to as the "painter's friend" and the good work that he is doing for the painter shows that he well merits this title.

Mr. Hughes' greatest aim in life is the improvement of the welfare of the painter. He is constantly on the lookout for new ways to help the Kangaroos. His latest plan is that of Kangaroo Insurance.



FRED N. REDHEFFER

Vice-President and Secretary, Great Western Paint Manufacturing Co.

Mr. Redheffer is well known for his organization work. He has been a leader in the development of the Kangaroo Club, the painter's organization of this company, and at the present time is its secretary. As general manager of this company he is daily in intimate touch with every phase of the business, whether it concerns Kansas City, Chicago, Ft. Smith, St. Louis, Dallas, or Buffalo.

He became associated with Mr. Hughes in this company seven years ago. Since that time he has become the friend of thousands of Great Western painters. No Kangaroo ever met Fred who did not consider him a friend from that time on. He will be on hand to welcome you to the next Kang convention with a hearty smile and a strong handclasp.



A. M. HUGHES

F. N. SEWALL

ABNER HOOD

From the Ground Up

By A. M. Hughes

Building a business is a great deal like erecting a house. It must be built upon solid foundations, and every stone and timber must be strong and sturdy. One reason why the Great Western Company has prospered so well, lies in the fact that it rests on so firm a foundation.

The cornerstone of this business is the principle that "the painter is the rightful man to sell paint and make a profit on it." The Great Western Paint Mfg. Co. has been built from the ground up through strict adherence to this principle, coupled with the determination to give honest paint value for every dollar it takes in.

I have seen the paint industry of this country pass through many changes. Years ago I first started in the business, working for Campbell and Cutler, the leading paint company in Kansas City at that time. When business prospects looked bright in 1888, I joined forces with F. N. Sewall, and organized the Sewall and Hughes Paint Company. That was more than forty years ago. We had a

rapid growth and soon overtook the Campbell-Cutler Company.

In 1894 I withdrew from the Sewall-Hughes organization and formed the A. M. Hughes Paint and Glass Company. This company proved to be an important factor in the paint and glass trade, and in time became the largest paint concern in the west.

The success which my company attained in the paint field, while financially gratifying, did not satisfy me. I gradually became convinced that the system of distributing paint through jobbers and dealers was essentially wrong. Here was the painter working from morning till night, spreading paint and building up more and more business for the retail dealer, while all the painter got was pay for applying the paint. The other fellow got the profits on the sale of the paint.

Finally, I decided that if the painter could sell paint for someone else, he could sell it for himself and pocket the profit. I believe this was the most momentous decision I have ever made. From that time on I resolved to head a

company that would sell its products to painters only. It took me a long time to wake up and make this decision, because nobody at that time had ever heard of the Great Western plan. They all sold by the old method, and as they made a profit, why should they worry about the painter?

It was no easy task for me to give up all I had gained through the old system and start in to build from the ground up an institution which would sell through painters only, but I saw where the price of good paint could be lowered by cutting out the large profits of the salesmen, jobbers, brokers and dealers, and letting the painter take part of that profit while the customer saved the rest on his paint bill. I decided to start a company which would sell through painters only, and I have never regretted the decision.

The day is gone when a painter simply applied paint for a day's wages. He now makes a legitimate profit on the paint he puts on and is enabled to sell the highest quality paint to his customers at money-saving prices.

In August of 1912 the Great Western Paint Manufacturing Company first began business. There were but three of us, at that time, in the office. We carried on all the work. It was tough sledding for the first few months, I can tell you. People are slow to try out new plans when they can manage to get by under the old ones. But, gradually the business grew because the idea behind it was sound.

In 1922 the company had grown to such proportions that I felt the need of someone to share the work of administration with me. I prevailed upon my son-in-law to join me. Fred sold his own business and linked his fortunes with mine. He started in to learn the paint business from the factory on up through the various departments. I want to say right here that I have never seen a man work harder to master the details of a business. He learned more about the industry in one year's time than many paint men learn in ten.

I have gradually turned more and more of the administrative work over to him, and he has always proved more than equal to the task. His energy and high spirits have had a most tonic effect upon the business, and he numbers many painters among his friends.

At the first of this year, Great Western was doing business in all the States of the Union. It had branches in Chicago and Ft. Smith, in addition to the main factory at Kansas City. Many people are employed in these factories, and over 15,000 painters are adding to their

monthly incomes with checks signed by Great Western.

This great and steady growth has been due to one thing in the main: affording the painter a double income where before he had to depend entirely upon payment for his labor. Of course, we have always insisted upon prompt service, we have always made the prices to the painter as low as they possibly could be made in order to give him an advantage over his competitors, and thus enable him to sell pure, high quality paint for less than was being asked for the so-called "cheap" paints.

The expansion of the Great Western company is to go on rapidly in the next year. We have secured a building in Buffalo, New York, which is being equipped for the manufacture of our paints. This branch will function just as the Chicago branch. It is another link in the chain of perfect service. We have felt for some time that the painters in the Eastern part of the United States were compelled to pay more freight, and wait perhaps as much as a day longer for their goods than those who were situated nearer the Great Western factories. The new branch will take care of this situation.

We are stocking a warehouse in St. Louis to better serve the territory around it. This branch will bring several states a rapid service, as the railroad facilities out of St. Louis are exceptionally good.

A branch is also being opened in Dallas, Texas, to care for the needs of the painters in the Southwest.

This branch will be especially convenient for painters living in Texas, as they will get their goods much quicker than from Ft. Smith.

All of these branches will be ready for business by the first of February, so any of you Kangaroos who are near them may start sending your orders there.

This year we are adding many new items to our stock. You will notice that we have a section devoted to curtain fixtures and window shades. Here is a side line which will enable you to pick up some nice profits.

We have enlarged our brush section and it offers some new values. There are also many new items listed under Ladders and Tools. We want the Great Western line to be the most complete on the market.

Great Western was the pioneer in the field of selling through the painter. It has placed the painter in a position to reap substantial profits, without risk or investment. It has made him a part of the most vital commercial development of recent years.

Paint profits are now going into the pockets of those that are entitled to them. During the coming year, it is our aim to cement this bond of friendship and prosperity more firmly than ever. Friends, I want you to feel that I am working at all times for your interests. Any time I can be of service to you, just let me know. Closer co-operation can lead to but one thing—Success!

The picture below was taken about a year ago. It shows part of the employees of the Kansas City Plant. These are the men that make your paint and get it out to you on time.



GREAT WESTERN PAINT MFG. CO.



Dallas, Texas



St. Louis, Missouri



Buffalo, New York

Three New Plants

The year 1929 sees the opening of three new branches of the Great Western Paint Company. These three branches will go a long way towards the perfection of Great Western service. They will bring painters in three great sections of the Union in closer touch with the company.

One of the main points of our service is the prompt shipment of all orders. Your orders are filled the same day received and are on their way to you without delay. These new branches will continue this prompt shipping service, and since they will be nearer to the painters in the sections which they serve, it will mean that these paint-

ers will receive their shipments more quickly than ever before.

These branches are under the direction of experienced paint men. You will find them ready to go to any lengths to see that your business is properly taken care of.

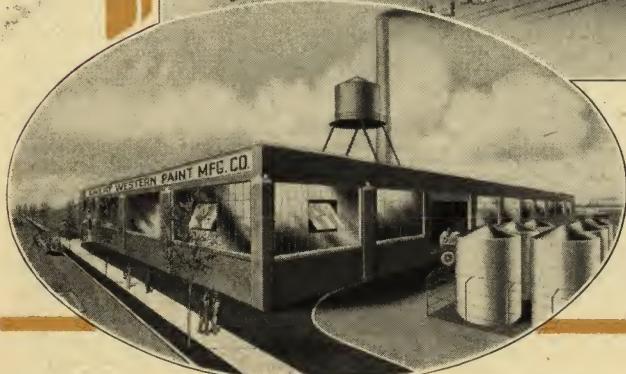
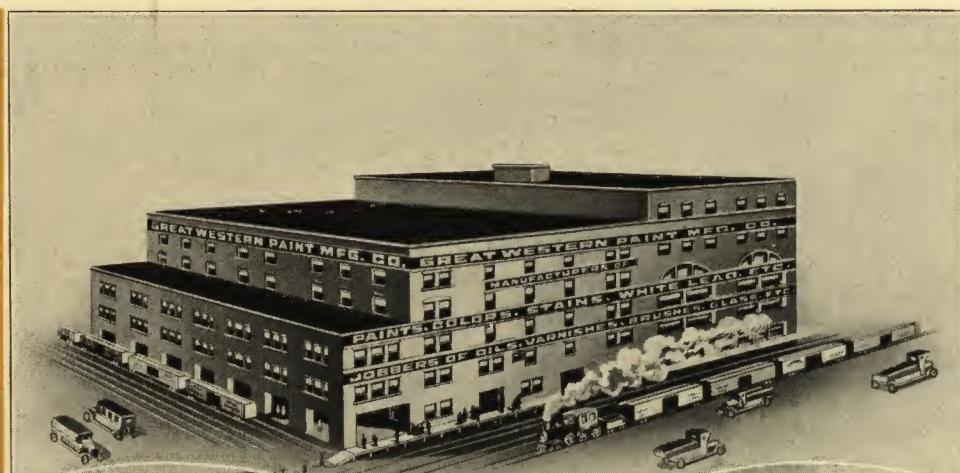
The new branch at Buffalo, New York, will be managed by Pete Taylor, otherwise known as A. P. Taylor, Jr. Pete has had charge of the order department in the Kansas City plant. He knows the business in all its phases, and you will find him a prince of a good fellow.

The St. Louis branch will be under the direction of Charlie Riutcel, another of the Kansas

City boys. Charlie is going to make a fine manager and you can depend on him to get your orders out on time.

The Dallas branch is under Mr. Fred Roach. Mr. Roach is a new man in the Great Western organization, but he is recognized as one of the best informed and liveliest paint men in the country. He has had a long experience in this line and this knowledge will now all be used in your interests.

Great Western is always endeavoring to improve its service for the good of the painter. These three new plants are a big step forward in its system of distribution from factory to painter.



Chicago Branch



Ft. Smith Branch



City Bank.

CAPITAL \$ 100,000.00
SURPLUS \$ 100,000.00
UNDIVIDED PROFITS \$ 625,000.00

EIGHTEENTH AND GRAND AVE.

Kansas City, Mo.

December 6, 1928

Great Western Paint Mfg. Company
1207-8-11 West 11th Street
Kansas City, Missouri

Gentlemen:

As one of Kansas City's outstanding industries we want to congratulate you on the splendid progress your firm has made during 1928.

We understand your method is uniformly good and that because of the unique method of distribution which you employ, your company has been able to eliminate a large part of the expense generally incident to merchandising paint.

Knowing the long experience of both Mr. Hughes and myself in the paint business, I can easily understand why you are able to put out a better paint at a lower price than most of your competitors. I hope that 1929 will be the banner year for your good company.

Very sincerely yours

O.L. Kuhn
President

HOLBROOK

HALF EAGLE
ONE DOLLAR
WADDELL, HANCOCK & CO., INC.



Merchants Bank

UNITED STATES DEPOSITORY
CAPITAL \$ 200,000.00
SURPLUS & PROFITS \$ 125,000.00

Kansas City, Mo.
December 6, 1928

Great Western Paint Mfg. Co.,
1207 West 11th Street
Kansas City, Missouri

Gentlemen:

We are pleased to receive your new financial statement which shows the wonderful progress that your Company has made within the last few years. The writer is very proud that your Mr. A. M. Hughes is a Member of our Board of Directors, and our association with him for the past several years has been very pleasant.

Your growth seems like a Fairy Tale, and your continued success testifies to the great fact that you are giving the public service, and also a product that is highly satisfactory to your customers.

If we can speak a good word for you at any time, kindly command us.

Yours very truly
A. L. Hanney
PRESIDENT

HRL/T

Read These Letters

These letters show you what the banks, with which we do business, think about us. The Great Western signature on your double guarantee really means something.

MURKIN & FERGUSON
GEORGE S. MURKIN, PRESIDENT
W. G. FERGUSON, VICE-PRESIDENT
W. G. HOWARD, CHIEF ACCOUNTANT
D. C. H. THOMAS, CHIEF CLERK
S. J. T. MCNAUL, ASSISTANT
L. H. MILLER, ASSISTANT
LOUIS A. LEONARD, CLERK
E. W. HARRIS, ASSISTANT CLERK

H. T. FRANKE, CHIEF CLERK
T. F. COOKE, ASSISTANT
M. ROBERTSON, ASSISTANT

P. H. GOEBEL, PRESIDENT

J. T. O'LEARY, CHIEF CLERK
H. C. HARRIS, ASSISTANT
J. E. JACKSON, ASSISTANT



The LIBERTY NATIONAL BANK

OF KANSAS CITY
CAPITAL \$ 750,000.00 SURPLUS \$ 250,000.00

KANSAS CITY, MISSOURI December 6, 1928.

Great Western Paint Manufacturing Company,
1207 West 11th Street,
Kansas City, Missouri.

Gentlemen:

Now that you are about to enter into a new year, I want to wish for you and your organization a continuation of the great success you have experienced in the past few years. It has certainly been a pleasure for our institution to be able to observe the continued progress you have made since the inception of your Company.

The writer has known the principles of your organization a good many years and cannot help but feel the outstanding success you have made is because of the high character and integrity of the officers of your Company and the fair treatment of the customers you evidently accord your great number of customers.

With every best wish for the New Year, we are

Very truly yours,

A. L. Hanney
President.

FBB-3

RESPONSIBILITY

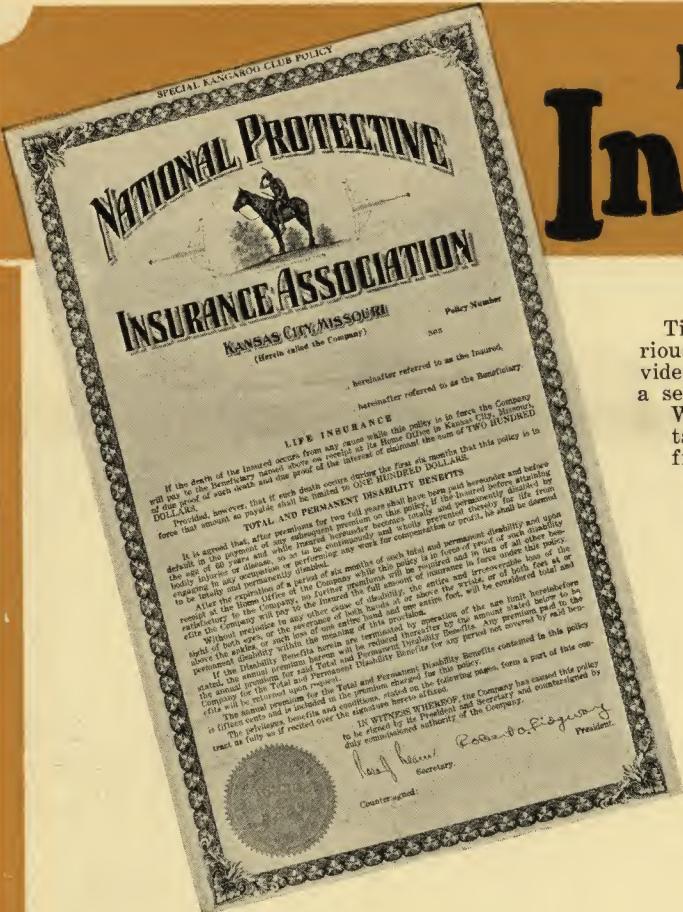
Every man knows that a guarantee is only as good as the company behind it. You can't get blood from a turnip, nor satisfaction out of a company that is not financially responsible.

The credit rating of the Great Western Company is of the very highest, as you may easily tell from any copy of Dunn or Bradstreet. We maintain a large cash reserve at all times for the purpose of paying cash for everything we buy and taking advantage of the cash discounts. This enables us to operate more economically and thus reduces the price you have to pay for Great Western paints.

We have no bonded indebtedness on which we must pay large interest rates. Any bank in Kansas City will be glad to tell you about the good standing of this company. The letters reproduced herewith are expressions of the banks which handle our account in Kansas City.

We are financially able to make good any guarantee which we place on our products. This sound credit standing is due partially to the fact that we make Great Western products so good that we are not called upon to spend money making good faulty products. Great Western goods give satisfaction. That is more important to you than anything we could do. It means satisfied customers for you.

You will find a liberal spirit on the part of this company in its dealings with you. We are making every effort to please you and to handle your business in the way that you would wish. Co-operation is winning the day for both of us.



Kangaroo Club Insurance

Time after time, we have had requests from various members of the Kangaroo organization to provide them with some sort of life insurance. This is a service which means added expense to the Great Western Company, but we feel that we should take care of the requests of so many of our painter friends for a Kangaroo Insurance Policy.

ends for a Kangaroo Insurance Policy. We have made final arrangements with the National Protective Insurance Association to furnish life insurance to all members of the Kangaroo Club who request it at an exceptionally low rate, and Great Western is going to pay 25% of the premium or cost as long as you are a Kangaroo and desire to carry it.

No Medical Examination

Many of you Kangaroos have put off getting life insurance because it was too much trouble to go through a physical examination such as is required on regular old line insurance policies. This offer has no strings attached to it in the way of a medical examination. It is open to any Kangaroo in normal health whose age is between 10 and 60 years, inclusive. (If you are not in normal health please do not apply.)

No Kang Will Lie In Potter's Field

This special Kangaroo Life Insurance Policy pays a death benefit of \$200.00.

While this is not all the insurance you may need, it will help out greatly in time of stress. It assures every Kangaroo a decent burial without burden to relatives or friends. It will leave any other insurance you may have free to go towards taking care of your loved ones after you have gone.

Those who carry no other insurance will especially need to take out a Kangaroo policy. No man knows the hour of his departure from this old world. We are here today and gone tomorrow. It is only the part of wisdom to prepare for the inevitable, and you being our friends, we are going to help you protect your loved ones.

Death and Total Disability Benefits

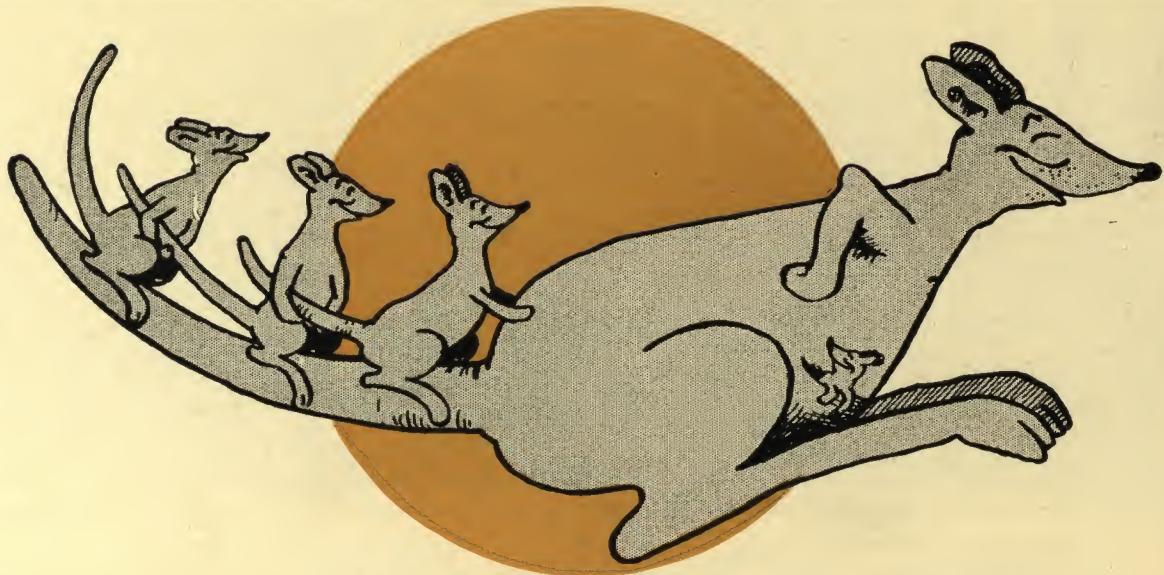
By taking advantage of this offer, you may obtain—without any physical examination—a life insurance policy which provides insurance against death from any cause whatsoever, or in event you become disabled after two premiums have been paid and are unable to engage in any work for profit or remuneration, the full amount of the policy (\$200.00) will be paid you upon proof of such disability.

Insurance For All the Family

This insurance is available only to members of the

WRITE FOR APPLICATION BLANK

PROTECT YOUR FAMILY!



The Kangaroos

By FRED N. REDHEFFER, Secretary

THE Kangaroo Club, National Organization of Master Painters, is the largest painters organization in the world. Since its founding in 1925, it has grown from some 2,000 members to a membership of more than 15,000 master painters. This remarkable growth has seen the painting trade advance with rapid strides.

The Kangaroo Club has as its object the bringing of painters throughout the United States into closer relationship with each other, and through co-operation advancing the interests of each painter, individually. Painters have found that ordinary cut-throat competition hurts every painter. The new day in the painting trade is seeing the painters working hand-in-hand in the effort to make a profitable business for themselves.

The cornerstone of this organization is the principle that "the painter is the man to sell paint and make a profit on it." Now

every painter knows that when he purchases a suit of clothes or any other of the numerous things which he must buy, that he must pay the dealer a profit on them. He has come to realize that where he used to sell paint for a job and take the order down to the local dealer to make a profit on, that now the painter can send this order off to Great Western and get that profit for himself. At the same time, he gets paint and other supplies which are the best obtainable anywhere. He has found that he can build up a reputation for quality and low prices by selling Great Western paints.

Painters who have not yet joined the Kangaroos should investigate this organization thoroughly. There are many dollars of profit awaiting you in your Kangaroo membership. One of the most remarkable things about this organization is that it does not cost you one red cent to belong. Not only that but it actually puts money in your pockets. All you have to do to gain membership in the Kangaroos is to be a painter and send in an order to Great Western. The Great Western Company takes care of all expenses incident to operating the



FRED N. REDHEFFER

Kangaroo club and pays you a profit on the paint which you sell.

The Great Western retail catalog which will be ready for distribution about February first, lists the items in the line. You use this catalog in selling to your customers. Send in their orders at these retail prices and we will ship the paint to your customers and collect the money from them. When their check comes through, we de-





The picture above, and that at the top of the opposite page, show the painters in attendance at the Kangaroo Convention in 1928. Each succeeding year sees a larger and livelier bunch of Kangaroos gathered together for two days of good-fellowship, entertainment and instruction. As a painter, you cannot afford to miss the associations you make at the Kangaroo Convention.

duct your profit from the check and mail it to you. You do not have to have one cent invested. All you do is send in the orders at the retail prices and then sit back and pocket the profits.

The Convention

The biggest event in the Kangaroos' year is the Kangaroo Convention in January. Every year about the middle of January, the Kangaroos from all over the United States gather together in Kansas City to have a jolly good time, to learn new developments in their trade and to elect officers for the following year. What a time they do have at these conventions. Think of anywhere from 500 to one thousand master painters gathered together under one roof.

They are all looking up their

friends whom they met the year before. The liveliest and pepiest and most up-to-date painters in the country are in attendance. There is entertainment, bus rides, banquets, demonstrations, trips through the factory. Everything you can imagine to entertain and instruct will be found at these conventions.

Ask any painter who ever attended a convention and see what he thinks of them. One painter who had never bought a drop of paint from Great Western showed up at one of the conventions and said he thought it was some kind of joke and wanted to find out just what it was all about. He also said that he was the most surprised man in the world when he really got to Kansas City.

The convention made a real Kangaroo out of him and he has been sending in real orders and making big commissions ever since. He knew after he had been through the plant and saw how the company operated that it was the best proposition for the painter that had ever been offered.

Free Railroad Fare

This year we are paying the fare of 200 painters to the convention. We pay the fare of the 100 old Kangaroos who do the most business during the year and in addition, we pay the fare of 100 new Kangaroos who do the most business from the middle of the year to the last of December. Every painter wants to go to the convention and in this way you are enabled to attend without it costing

A WORD FROM THE KANGAROO PRESIDENT

As president of your Kangaroo Club, a sincere message of good will is broadcasted to each and every Kangaroo, and we wish for you the best life has to offer.

We are living in an age of progress and expansion. Let us appreciate life and our present blessings; let us as skilled craftsmen, superior with hand and brain, elevate the standard of our craft; let us exemplify the ideals of American manhood.

May the Master's wages of this great club be found in the word SERVICE. May we realize the dreams of the founders of this club and have the pleasure of grasping the hand of every Kangaroo at the convention.

As we look forward to the new year's problems and hopes, we face them gladly, with a broader vision and with faith for their realization.

W. J. Slifer.



W. J. SLIFER



you anything. All the entertainment is free. Start in now and send in your first paint order. You will find it a pleasant experience to reap profits from selling paint. You will be sending in orders regularly the rest of the year and salting down a nice lot of extra profit in addition to the money you get for applying the paint. At the end of the year you will, nine chances in ten, find that your good efforts have resulted in your gaining a free ticket to the convention.

Kangaroo Locals

One of the newest developments of the Kangaroo Club is the organization of Kangaroo Locals. These are organizations of Kangaroos in the various towns. Officers are elected and plans for getting more and better business are discussed.

These Kangaroo locals bid fair to become one of the most powerful of influences in the paint in-

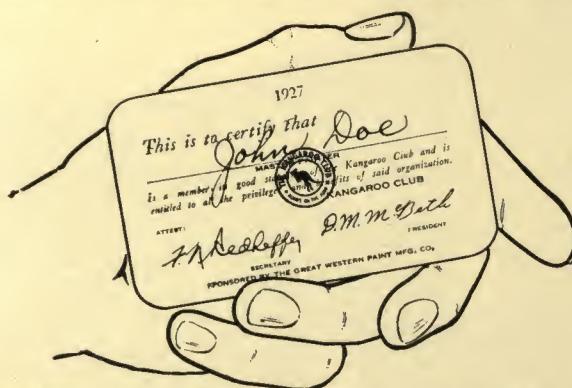
dustry. They have been tried out in several places and where put on a firm basis have shown remarkable results.

Painters have found that through these organizations they are enabled to get better prices for their labor and more business.

We will be glad to give you more information in regard to the organization of such a local in your town, if you are interested in such a plan. We will show just how it can be made to increase your earnings and put your craft on a higher level in your community.

Join Now

Send in your first order now and share in the benefits of membership in the Kangaroo Club. You will find the Kangaroos a live bunch and the kind of men you will like to become associated with. Any painter who has attended a Kangaroo Convention will tell you that the Kangaroo Club is the liveliest organization of painters yet.



A membership card similar to the one above will be issued you when you become a member of the Kangaroos. All you need to do is to send in your first order to Great Western. There are no expenses or dues. We pay for all that and in addition pay you a nice profit on the paint which you sell.

HOW THEY LIKED THE CONVENTION



SURE GREAT

I never saw such a wonderful crowd of painters. This convention surely is the greatest crowd of enthusiastic painters ever gathered together. — W. H. COLLINGSWORTH.



**JOHN NELSON
NEBR**

AM I COMING BACK NEXT YEAR?

I should say I am, and I am going to bring some more painters with me. I wouldn't miss the Kangaroo convention for anything. — JOHN NELSON, Nebraska.

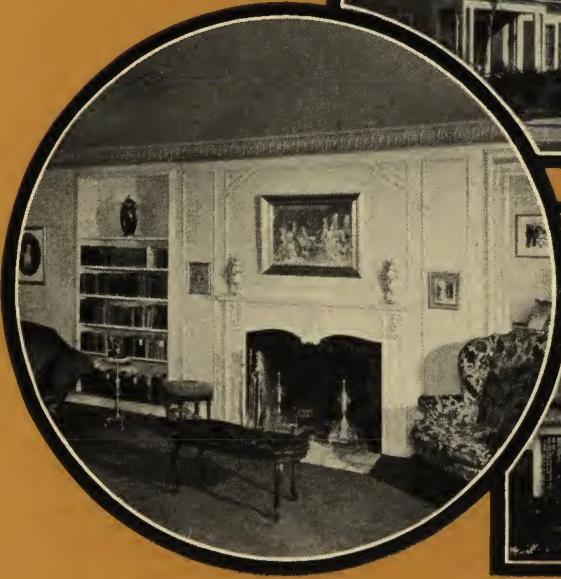
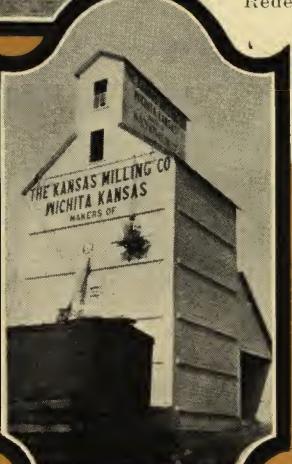


**A. E. MURRAY
KAN**

GREAT STUFF

The Great Western folks are great entertainers. No convention could have been handled better. It's a great convention. The painters I have met here are certainly great boosters for Great Western and their products. — A. E. MURRAY, Kansas.

Kangaroos



The good jobs, the real profit jobs, are the ones for which you are looking. One of the best proofs that the Kangaroos are getting these jobs may be seen in the letters and pictures which they send us daily.

Take men like J. V. Koniakovsky of Shiner, Texas, and Ferd Redelman of Kouts, Indiana, for instance. These painters have built up prosperous businesses for themselves in the sale and application of Great Western paints. In the first place, they are real master painters who know their trade from A to Z. Their workmanship is the best obtainable, and people are soon to find out such things.

One Job Sells Another

In the second place, they have standardized on the high-grade Great Western paints, such as A. M. Hughes' Favorite Formula House Paint and Manhattan Barn Paint. They have the country-side dotted with houses, buildings and barns painted with Great Western products. People have learned, through seeing the lasting qualities of these jobs, that Great Western paints are the best obtainable.

Koniakovsky, for example, sent in a picture which was printed in the August Paint Craft, showing a house which he had painted eight years ago with Golden West, and which still looks nice and white.

Neither of these men live in large towns, but they get plenty of work because they advertise Great Western and their own workmanship. Koniakovsky had a booth at the fair last year and a big float in the parade. Ferd keeps his two trucks well painted with attractive signs. When he goes into a neighboring town after a painting job, everybody knows when he arrives. Koniakovsky keeps a small stock of paint of about 100 gallons on hand at all times. In this way he takes no chances of the paint dealer getting some of his business because of immediate delivery.

Your Business Increases Each Year

Both of these men are getting the cream of the business in their neighborhoods. They are making big profits because they can offer their customers a quality service. These men are but two out of many thousand Kangaroos who are making themselves financially independent selling and applying Great Western paints.

The best thing about the proposition is that your business grows bigger each year. Every year sees more houses which you paint with Great Western products, and thus more samples of your good workmanship. Each year is better than the preceding because more people become convinced that they cannot afford to let any one else do their work.

Get the Best Jobs!

It is easy for you to show them just how the Great Western plan cuts out the big profits of the jobber, the broker and his salesmen, and the retailer, and enables you to sell them the best paint obtainable for prices lower than those of the retail dealer.

The Double Guarantee Helps You

After they have seen how good the paint looks, how well it covers and spreads, and how durable it is, they become enthusiastic and wonder how they ever used anything else. They tell their friends about it and recommend to them that if they want a good, lasting job of painting, they had better get in touch with you. You know that there is no advertising more powerful than word-of-mouth recommendations from people who have tried your service.

Then you have the double guarantee to help you make sales. R. L. Burchfiel of Oklahoma, wrote us recently that his customer was well pleased with the job. He got the contract at a slightly higher price than a competitor offered because he was in a position to give this written guarantee. His experience is typical of hundreds of other Kangaroos. This double guarantee sets the customer's mind at rest. He knows he will get a good job, and, rather than take a chance on some curbstone painter, he gives the business to you.

Two Incomes Better Than One

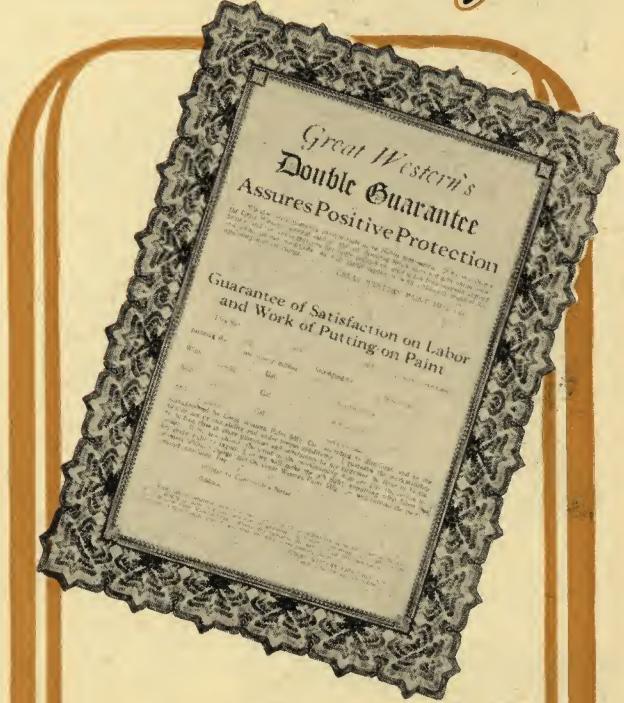
Two profits instead of one—that's the story. A profit on the paint, and pay for applying it. By using Great Western paint you can double your earning capacity with no extra effort. Become independent by building up a business for yourself instead of one for the retail dealer. Save your customers' money and make larger profits for yourself.

The day is gone when the painter simply applied paint for his day's wages. He now makes his legitimate profit on the paint he puts on and is enabled to sell the highest quality paint to his customers at money saving prices.

Think what this plan has done for you. Consider the cost of material and supplies before the Great Western Company entered the field—selling their products direct from the factory through the painter.

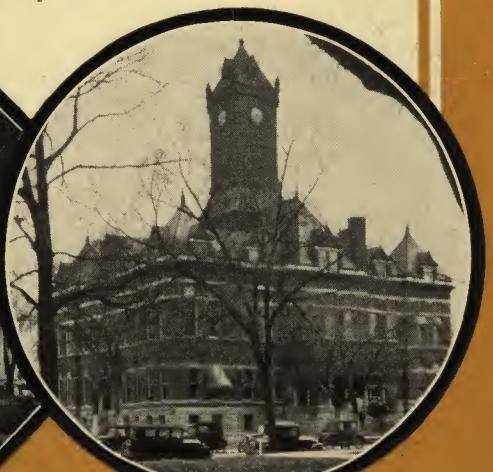
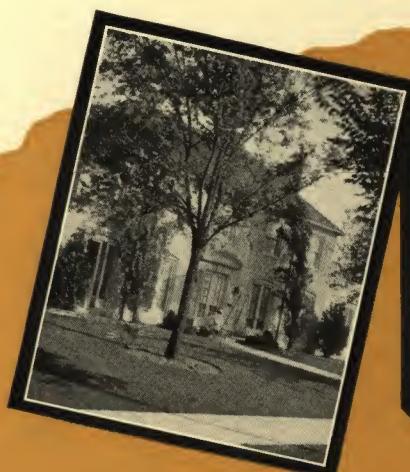
The customer welcomes the opportunity to buy his paint under this plan. He realizes that he gets the expert knowledge of a man who knows paint and who is in a better position to supply him with exactly what he wants than anyone else.

Because of all these inducements which the Kangaroo can offer his products, you will find that wherever you go the Kangaroos are the painters who are getting the best jobs and making the biggest profits. If you have not yet joined the ranks of these big money-makers, you should make up an order and send it in. Start now on the road to independence via the Great Western route.



THIS DOUBLE GUARANTEE IS A BUSINESS GETTER

We furnish you with these guarantees in blank to show to prospective customers. They will help you to get business, because people know that when they have this written guarantee that they are sure to get a good job. They know that no painter would sign such a guarantee unless he intended to do good work, and that the Great Western would not sign it unless they knew their paints would hold up. It makes a strong talking point for you, and Kangaroos everywhere are writing us of the good results they obtain through offering these guarantees to their customers. It takes your service out of the mechanic class and puts it in the class of a real, high-grade, professional service. It has a good psychological effect on the customer. He feels that he is getting more for his money. Such a building up of the quality atmosphere in your customer's mind is good salesmanship and will lead to bigger profits for you.



Bigger Profits Satisfied Customers

GREAT WESTERN PLAN A MONEY SAVER



I have used Great Western paints for several years and the quality is second to none. I do not think better paint can be produced. I am very much in favor of your plan of marketing your products as it is quite a saving to both painter and consumer. I have a very nice business, and credit your plan with at least a part of my success.—H. E. BRUMBACK, Shenandoah, Iowa.

EVERY JOB AN ADVERTISEMENT



I am proud that I can now say that more than half of the houses here are painted with Golden West or Hughes Favorite Formula, and every one of these houses is a standing advertisement for Great Western products. It is a pleasure to sell Great Western products.—G. E. BELLUS, Blockton, Iowa.

LIKES GREAT WESTERN PLAN



that they have proven to be as good as the best and better than many so-called pure paints. I certainly like your method of doing business direct with the painter.—L. E. JEFFERS, Sheridan, Wyoming.

BEST PAINT MADE

I have used Great Western Paint for 8 years and I think it is the best paint made. For years I bought from the paint dealers and gave them the profit. Now I buy from the firm that makes the paint and get this profit myself. If any of you painters have not tried Great Western paints, give them an order today and see your bank account grow.—ROBERT JUDY, Independence, Kansas.

Your Future

There are two things, especially, about the Great Western Plan which have a great appeal for painters everywhere. They are the high and dependable quality of the paints and the low prices which let the painter sell high quality paints at prices far below his competitors and thus enable him to make a second profit in addition to the money he earns by applying the paint.

You Become a Business Man

The day you start selling Great Western paint and making a profit on the sale, you take yourself out of the mechanic class where your sole means of support comes through your labor, literally by "the sweat of your brow," and put yourself into the class with the business man who has capital tied up in a business and reaps a business man's profit off that business.

The only difference between you and the business man is that you do not need to have a lot of money tied up in your business when you work under the Great Western Plan. As a matter of fact, you do not need to put out even one "red cent" in order to make a profit on the paint you sell. Just take the customer's order and let us ship it to him C.O.D.

When his check comes through, we will deduct your commission from it and mail your profit back to you. The other day we sent J. Paul Davis of North Carolina a check for \$182.52, his commission on one order.

Now that is real money to make on one order and I am frank to say that this large commission was unusual, but it is quite common for us to mail checks for amounts ranging from ten to fifty dollars to painters, week after week, for commission on the paint they sell.

Two Incomes Instead of One

It is this extra income which is the velvet for you. You know and I know that it takes just so much for a man to live on. Food, rent, fuel and the many other necessities of life must be paid for. After these things have been taken care of, what is left may be laid aside for a nest egg or used to purchase that new car or radio. Anything you can add to your present income is worth ten times to you

what you are earning now because it is that added income which you can put in the bank.

When you line up with Great Western, you are starting yourself on the highway to prosperity. There is a world of wealth awaiting you in your neighbors' pockets. Look around you at the houses and farm buildings that need paint. There are thousands of them. No community is 100% paint perfect. Every unpainted house, building or barn means money for you. In other lines of business, prospects are limited to certain classes of people, but that is not so in the painting business. Everybody needs paint.

Make Every Day Pay Day

Rainy days, sunny days and every day is pay day for the Great Western Painter. When you are not busy applying paint you can be selling it. The profit you add to our manufacturer's price does not increase the price of paint to your customers. You can easily add 25% to 35% to our wholesale price and still sell the paint at an enormous saving to your customers over what they would have to pay if they purchased from their local dealer. We absolutely do not sell to consumers at wholesale prices and we do not want you to do so either. Great Western sells only to painters. We expect you to do the selling to the consumer and to add your profit to the wholesale price. We don't want our paint sold at wholesale prices because we believe the painter owes it to himself and family to make a profit on the paint he sells. We know that when every Kangaroo realizes that it is for his own benefit and for the good of the painting trade in general to hold the price up to a reasonable level (which is below the prices of the retail dealer), that he will do so.

Satisfied Customers

Your reputation as a painter depends as much on the kind of paint you apply as it does on the way you apply it. You all know that it is mighty hard to make a job look good if you have to use poor paint. It is harder to spread and does not cover well. Then in a few months, the customer calls you up and wants to know why the

FOUR YEARS OF PROFIT



I have now been using your products for four years, and I feel you are entitled to a word of appreciation. I want to say it has been four years of profit and pleasure. I have not had one dissatisfied customer, and I know I can depend on them for their future business. My business has doubled since I began using your products because I can do a better job for less.—GUSTAV IVERSON, Hudson, Colorado.



With Great Western

paint is peeling or not holding up. You have no such trouble when you use Great Western paints.

Great Western backs you up with the highest quality paint it is possible to make. Mr. Hughes has been in the paint business for about 45 years. He has manufactured paint for over forty years. He knows the paint game from the ground up. He knows how to formulate it and how to have it mixed in order to produce the best results. His paints are chemically correct. Only the best raw materials are used, and every shipment that comes in is tested for purity in our laboratory.

Building a Permanent Business For You

It is a tremendous fact that each one of us is building today the business which he will have tomorrow. We have found that it pays big dividends to sell a product that will give lasting service. We don't make quite as much on a single sale as some of the fly-by-night outfits that are continually starting up and failing, but we are building up a lasting business for ourselves and for every painter who follows the Great Western Plan.

When the painter puts on a job of Great Western paint he is in line to get that job again when it comes up for repainting. That is why Great Western painters see their profits increasing every year. They are giving a real service and are an asset to their communities.

Each job that is painted with Great Western paint is an example of what you are selling. It is an advertisement for you. Your sales increase year by year. Every job you do makes your services more in demand. The longer you keep on using Great Western paints, the bigger profits you will make.

Read the stories of the successes which other painters are having with the Great Western line as told elsewhere in this book and then ask yourself whether or not you can afford to pass up this big profit-making opportunity. You owe it to yourself to join the Great Western ranks.

PERFECT SATISFACTION

We highly recommend Great Western paint products of all kinds, and are especially pleased with Hawkeye in the paint line. All Great Western products which we have used have always given perfect satisfaction and we expect to sell and recommend your goods to all who ask about paint.—
J. A. WOOLMAN, Clay Center, Kansas.

By FRED N. REDHEFFER

The Great Western Plan

1. Wholesale To Painters Only

We sell our products exclusively to and through painters and contractors at wholesale prices. We do not sell direct to consumers or accept orders from them. All orders we accept must come direct to us from painters whom we have on our mailing list. If inquiry is received from any other parties, we advise them to get in touch with their local painter.

2. Manufacturers

Every gallon of paint, varnish or other products which you find listed in this catalog under our name is made from start to finish in our own big paint factories. When you buy paint direct from our factories you save several unnecessary profits. There is no jobber, wholesaler or retailer to add his profit to the price you pay. You get Great Western Quality Paint, the finest quality that good materials, honest men and modern machinery can produce, at factory cost, plus one small profit.

5. Quick Shipments

5. We know the necessity of having prompt shipments, and have therefore equipped ourselves to give you the best possible service. Thirty minutes after the receipt of your order it will be in our packing room, and every order we receive is shipped the same day.

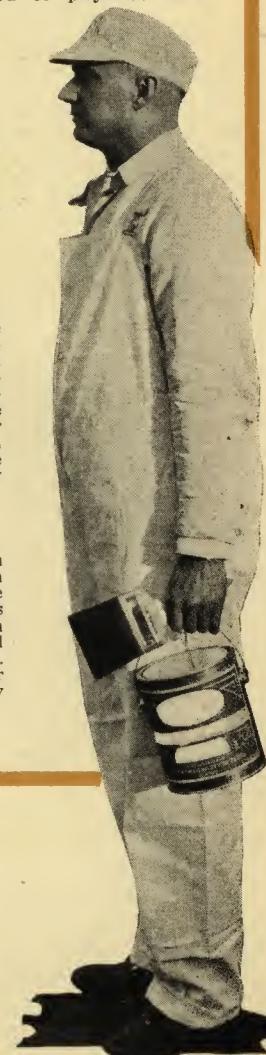
6. Terms

Our terms are strictly cash and if remittance is not received with the order, all shipments go forward C. O. D. This is not because we doubt the integrity of any of our good customers, but simply because experience has proven that if we are to continue to sell the high quality merchandise we do, at the very low wholesale prices we quote, we must necessarily have a quick turnover on our sales. Do not ask for credit, for if we were to extend it we would soon find it necessary to charge higher prices. Take advantage of our money-saving prices and buy only for cash. Paying cash pays.

7. Protected Profits for Painters

It has long been our belief that the man who is entitled to the profit on paint is the man who puts it on—the painter. If you desire, we will make shipments direct to your customers at our suggested retail prices C. O. D., and when remittance is received from the draft, we will send you the difference as commission or profit. We have thousands of customers working under this plan who have found it possible to very materially increase their incomes.

It is now possible for you to make big profits in the painting business. For years the painter's life has been a constant struggle to make a bare living, but since we inaugurated our policy of selling high quality products direct to those engaged in the trade, at lower than wholesale prices, the painter is in a position to make a handsome profit on the material he uses, as well as a good wage for the work he does.



Great Western Profit Sharing Plan

Great Western shares its profits with its employees and with the painters who send in orders. Naturally, the painter who sends in the most orders gets the biggest share of the profits. That is the only fair way to figure it.

If your business for one year amounts to \$2,500.00, you receive an extra \$100.00 free. This is in addition to your regular profit on the paint you sell. It certainly is nice to receive a check for \$100.00 just before Christmas, but when

you think of it, it is easy to get. It doesn't take such a great many paint orders to total \$2,500.00.

Those who do not reach the \$2,500.00 mark, have their choice of hundreds of beautiful and valuable premiums. These are all described in our profit-sharing bond. Our premium list is very complete and you should send for a copy of this bond, if you do not have one.

Many painters' wives are getting things for their homes through this profit-sharing bond. While many

painters themselves do not care to select premiums from this bond, their wives are very enthusiastic over this chance to save on their household expenses.

This premium bond makes it worth a painter's while to send all his business to Great Western. In addition to the lowest wholesale prices on high quality paints, free membership in the National Painters' Organization, you get these free gifts.



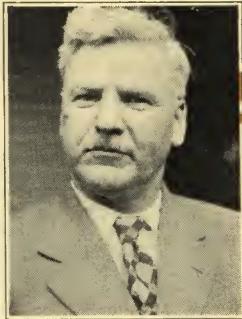
What Painter's Say About Great Western

These letters are but a few of many hundreds which we have in our files. Painters are writing us every day to praise the merits of Great Western paints and other products. We will give you the addresses of any of these men on request so that you can write to them and find out the truth about what Great Western is and how it helps painters make greater profits.



Strong for Great Western

Great Western paints are without question all that you represent them to be and then some. I certainly am a booster for Golden West paint and your method of doing business. It means more money for the painter.—W. E. Burrus, Marceline, Mo.



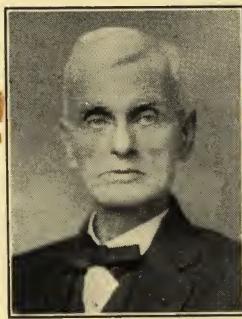
Strong for Great Western Plan

The paint I ordered from you I used in painting all the buildings, bleachers, grandstands, ball park fence, etc., at Tuscora Park. I have been a painter for thirty-eight years. I like your paint and your plan. I hope to do better next summer than I did last.—F. C. Neumiller, Beach City, Ohio.

The Star Paints

I am as tickled over your products as I was the time I got my first boots with red tops, and a star on the top. Your paints are the star paints of this age.—William T. Hayes, Illinois.

We are very much pleased with your paint, oil and colors in oil. I have never seen such strong colors as Great Western puts out. They are very lasting and you get more for your money. We have a job for next spring that will take a barrel of Golden West for the house and a barrel of paint for the barn. The owner specified Great Western after learning its value from bulletin boards painted with your products.—Ralph Shutt, Ohio.



Great Western Gives Real Service

As I wrote you in a previous letter, I am not doing any outside work and have confined my efforts entirely to interior work the last several years.

However, I have had many opportunities to furnish outside material and I hope I shall continue to get some orders of that kind, and be assured I will send all such orders to the Great Western.

Our Mr. Henceroth is using the Golden West and thinks it is real paint. From my experience with paint covering, a period of some forty years, I have never found a mixed paint that conforms exactly with my idea of a real paint as does the Golden West.

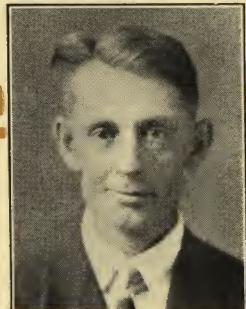
I congratulate you on your prompt shipment. When I mail an order to Kansas City Friday night and get the goods the following Monday, I call it real service.

I acknowledge receipt of check for my commission, which was entirely satisfactory.—J. N. Dollison, Independence, Kansas.



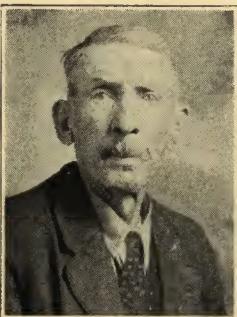
One Job Sells Another

It is too cold to paint today, so I thought I would write a few lines. Started to paint Mr. Dean's house and got one coat on. While at work several men came along and saw the paint and said that just as soon as the weather settled they would want G. W. paint and wanted me to do their work. The way I was doing it sure suited them. I sure brush it in. A lady from a nearby town wrote me to paint her house. I am sending my photo. It is not very good. Yours for success.—R. A. Chapman, Colo. P. S.—Received the check all right.



Best Paint He Ever Used

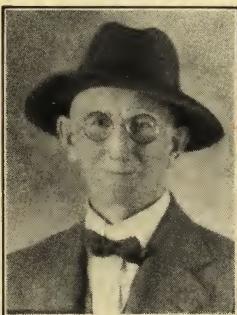
I have had twenty-five years experience as a painter and I can truthfully say that I never used a better grade of outside paint than the Golden West or the A. M. Hughes favorite formula. The Great Western is the most honest company I have ever done business with and I used about \$1,000 worth of your products last summer.—N. C. Packard, Belmont, Iowa.



Used Hughes Paint for Forty Years

I think it was in 1888 or 1889 that I used Sewall and Hughes paints and later on Hughes' Crescent Cottage Paint, when he opened up the store on Walnut street with Charlie as manager. In 1899 I moved to Armourdale and got in with A. M. Denis Real Estate Co., where I had lots of work, and used Crescent Paint and colors. In 1908, I moved to Winchester and traded with N. W. Everett Hardware store, and he handled Hughes' Crescent Paint, among farmers. When Hughes started selling to painters only, I made arrangements to trade with him and have since then. Your goods have given good satisfaction to my customers and I have always found Mr. Hughes to be an honest and just gentleman in every respect. He has a warm place in my heart and I wish him and you and your co-workers, the best of luck.

Fred, I will close for this evening, as I have a headache which accounts for my poor writing. I am sending a snapshot of myself.—I. N. Rose, Worth, Kansas.



Strong for Hawkeye

Now Fred, I cannot close this letter without a word about my favorite paint, Hawkeye. In this case, I am made to exclaim as the Swede did when he landed in New York, "If this is New York, what must Lindsborg be!" And just so, when I have given a job two coats of Hawkeye, I say, "If this is Hawkeye, what must Golden West be?"

And as regards the Great Western folks, your books will show that I have been a customer for 15 years with a small credit on the blue page record of my last shipment, which was enough to paint three houses. And all this long record of business was transacted without one single mistake in quantity or quality.—M. C. Yeager, McPherson, Kansas.



A Good Indian and a Good Kangaroo

I've been using Great Western paints now for more than five years. Before that I never stayed with one brand for more than six months. I have used every brand of goods on the market here, and those that approach the quality of Great Western are 1/3 to 1/2 higher in price. Those that compare favorably in price are far inferior in quality.

I have quit experimenting. I am sticking to Great Western.—C. R. Moore, Okemah, Okla.
P. S.—You can tell by my picture that my forefathers roamed the plains of Oklahoma long before Columbus was born.

Great Western Sells Itself

Only once did I have to get out and actually sell Great Western paint. That was the first job I sold. After people had seen this job all I had to do was to mention the fact that it was painted with Great Western and they gave me their orders.—George Noble & Son, Kansas.

The Best Proposition for the Painter

I have been painting for over thirty years and think the Great Western Plan is the best proposition the painter ever had. I think all of us Kangaroos should put our shoulders to the wheel and push.—D. B. Hudgens, Goreville, Illinois.

Savakote Is Wonderful

I have just got to say that Savakote is the most wonderful paint I ever spread. Both in spreading and covering qualities. I have just painted a house one coat and have several to figure on, on the strength of that one. I landed one, hence more Savakote.—E. V. Garrison, Kansas.



The Painter's Friend

The Great Western was sure named right when it was called the Painter's Friend. It's my saviour here to beat the competition with hardware stores' prices and still get a nice commission for myself. Please send me the posters and I want some stickers for the windshield of my car. Yours for good luck.—John Wicklund, Wetumpka, Alabama.



and a new Ford which we all enjoy.

The painters and paint dealers in this town gave us the horse laugh when we started, but who laughs now? Why the Kangaroo Family, of course. While some of the paint dealers went out of business, and about all the jobs the others get is from the grocery dealer to help pay for groceries.—Mrs. S. C. Eckert, Kiowa, Kansas.



Three Years Profits in Two!

I want to thank you for sending me the catalog of paints and tools, for I have made more money in the past two years than I have used your products than I did in the three years before. I cannot say too much for Great Western products, as they have given me first class satisfaction in every respect. I sold our high school something like \$300 worth of paint and varnish and the manual training teacher places his order with me for use in the school. I think Flor-Var is a wonderful varnish and in a class by itself at the price it sells at. I hope to be at the convention in January.—John W. Neal, Kansas.

Painters' Wife Sells Paint While He Spreads It

I am the mother of eight children and do all my own housework, which keeps me busy, but I manage to find time to help my husband by selling Great Western products. He is always busy so they can never find him at home. In 1918 my husband was in government service and got disabled, so that for three years he was in the hospital most of the time. We lost everything but our lives and the mortgages.

Then, when he got so that he could do some work, he went back to his old trade painting and paper-hanging. Of course it was slow and he could not make ends meet, as he bought his paint from the store and had them to recommend him; but I saw that would not do—that I had to help him. So here is what I could do.

I told him to get me a sales-kit, which he did. Then we tried the Great Western Plan. I had him paint the house with Golden West, the barn with Manhattan, the garage with Savakote, and the walls with De Luxe. The woodwork was painted with Hughes-Spar and the roof with Delmonte, and say, it is the best job in town. So with my sales-kit and the paint to show them on the buildings, I lost no time telling every customer about Great Western. I do most of the selling, while he puts it on. Today, after only four years of real service, we have our home cleared, and besides own a house which we rent,

Ready-Mixed—Not Ready-Settled

Recently I put in a bid for a painting contract. There were several people standing around when I opened up a five-gallon can of Great Western to show them the high quality of the paint I used. One fellow said: "I thought that was supposed to be ready-mixed paint." I told him it was ready-mixed as represented, and not ready-settled like the paint he had been buying. He agreed with me and gave me his order.—G. R. Har-nish, Colorado.

Good to the Last Drop

I will never use anything but Great Western paints. Mr. Hughes' way of doing business can't be beat. Great Western products as a whole are the only ones I know of that make a hard job easy. I have been up against some hard competition in my country, and have taken Hawkeye and won out. Any paint that is good to the last drop is good enough for anybody. Thanks for the prompt service.—H. C. Frazier, Texas.



A Painter Drew This Picture

Dear Fred:

My father and I have sure made good use of the Great Western Plan this year. It sure is a real profit getter for the painter. The cartoon I am sending shows the Three Musketeers headed for prosperity. I think their motto of "one for all and all for one," is a good one for the Kangaroos and Great Western. Co-operation sure puts the dollars in the pockets of all of us.

I was at the last convention and if anything ever went over with a bang that convention sure did. Everybody sure had a good time, and I think one reason for it was that Mr. Hughes and Mr. Redheffer really are the Painters' True Friends.

I think that the Great Western has shown such a remarkable growth because you have real honest-to-goodness paint which stands every test, and you sell it through the men who are entitled to the profit on paint—the painters.

Will close, with best wishes,

IVAN E. LEECH, Arkansas.

Why I Buy Paint from Great Western Only



FERD REDELMAN

Dear Friends:

The painter's busy season of 1928 is nearing an end, and since it is raining up here in Indiana today, I have spent the day in checking up on the satisfied customers which my son and I have added to our list, by the use of Golden West and Manhattan Barn Paints.

As I reflect back over the season of 1928, nothing but thoughts of pleasure greet me relative to the splendid service and first class material received from the Great Western Paint Mfg. Co. I have the pleasure of knowing that I did satisfy my customers above their expectations. Those for whom we did work and also those to whom we sold paint and directed them in their own work, were more than pleased.

I would like to say right here, that I sometimes run into painters who object to selling paint to the man who applies his own. They take the attitude that they are painters first and last and that when a customer tries to do a little painting of his own, he is taking their work away from them. Really, nothing is farther from the truth. There are two classes of people who buy paint. First the people who buy it and hire a competent painter to put it on. They can afford to do this and as a result,

By FERD REDELMAN

Every painter should read this article by Ferd Redelman, of Kouts, Indiana. Ferd is a master painter if there ever was one. He is one of the Kangaroo Vice-Presidents and a Great Western booster; a tireless worker and a strong advertiser. He has built up an enviable business for himself and his son, selling and applying Great Western paints. Ferd is one of the many live painters you will meet at the yearly conventions of the Kangaroo Club. You gain the fellowship of the liveliest men in the painting trade when you join the Kangaroos.

get a first class job. Naturally, any painter is glad to run across them. Second, there is a class of people who are forced to watch every penny. When they see the need of paint to keep their places from going to rack and ruin, they often feel that the expense is too great and as a result they do not hire a painter. They either give up the idea of painting and let their buildings grow dilapidated, or they order paint from some mail order house or some other place where they can buy it cheap, and then try to apply it themselves. Either way you figure it, the painter loses out on a sale.

I believe that it is better to sell Great Western paints to these people and make a profit on the sale of the paint to them than to lose out entirely. I have found that I can make a lot of easy profit on the side doing this and give these people paint which will be better than they can buy elsewhere. Not only that, but sometimes a farmer may want his boys to paint the barns and outbuildings with some of the less expensive grades of paint. If I have sold him this paint, he naturally thinks of me when he has an especially good job of paint work which he wants done.

Some painters like to buy one product here and another there. I used to do that until a few years ago. As a result, I could never be sure of myself, and I lost some business through using untried products. Now I stick to Great Western. I know that I am getting quality when I order from Mr. Hughes. In addition to this, my customers

have learned about the Great Western products. They have seen the paints on their neighbors' houses and barns and know how well they lasted and how good they looked and when I quote prices, they sit up and take notice. Mr. Painter, if you haven't yet sent in an order to Great Western, get busy and try out an order. You will soon learn that Mr. A. M. Hughes and Fred Redheffer manufacture everything you need for a first class job for anyone anywhere.

Honestly, I don't see how any painter who is fortunate enough to get hold of the Paint Craft or a Wholesale Catalog, can hesitate one minute in becoming 100% for Great Western products and selling plan. It certainly means a big saving for your friends and customers and a lot more paint jobs for you. We have sold $\frac{2}{3}$ of the paint and done $\frac{2}{3}$ of the work when there are three other paint contractors in our little town of Kouts. May I close by thanking the Great Western Company for making this possible for me.

FERD J. REDELMAN.

Ferd Redelman has two big trucks which he keeps going. On the sides of both of these trucks are big signs which tell the world that he is a painter and is handling and recommending Great Western paints. A business man in a big city would pay thousands of dollars to attract to his windows such a crowd as Ferd attracts to his trucks when he is in the neighboring towns.

A New
Department
for
Painters'
Wives

No Man's Land

By HELEN REDHEFFER

This department was recently established in the Paint Craft to take up affairs of interest to painters' wives. We hope to develop it into something really worthwhile and would like to hear from the women-folk just what their ideas are along this line.

When Fred and Mr. Hughes let me start a Woman's Page, I was highly gratified. It had long been one of my ambitions to see the women represented as I knew just how much their help meant to their painter husbands and sons.

It started out with a contest for painters' wives and the response to that contest was so much greater than I had anticipated, that I knew we were on the right track when we started this page.

I have planned a number of things for the department for next

year. If possible, I am going to enlarge the space and spread it out over two pages instead of one. In this space I hope to have articles on home-making such as household hints, new and delicious recipes. I have a lot of good recipes on hand right now which were sent in during the contest by painters' wives. My mother and I tried a few of them out ourselves and I can testify that they were surely good.

Then I want to write some articles on interior decoration if I can possibly find time. I know you women are interested vitally in this subject, because of the many times it was mentioned in your letters. Anything you can learn along the line of interior decoration will help you in beautifying your own home as well as showing others how to improve theirs. I have studied this subject for several years in my spare time and have found it to be a pleasant diversion.

The men manage to get in some pictures of themselves every now and then and I want to be able to



HELEN REDHEFFER

print pictures of some of you women. I think it helps to draw the Great Western family closer together if we can see what each other looks like.

I have been thinking that it might be nice to run pictures and plans of small houses and tell how to decorate them so that the best effect may be obtained. If I do this I will have to get somebody to furnish the plans of the houses. I would like to hear from any of you if you would like to see such a feature as this.

There is another thing which I thought might be agreeable to many women and that is the founding of a women's auxiliary to the Kangaroo Club. There are many painters' wives who are selling paint for their husbands during the time the men are away working. I am sure some of these women would like to have a membership card showing that they belonged to the women's Kangaroo Club.

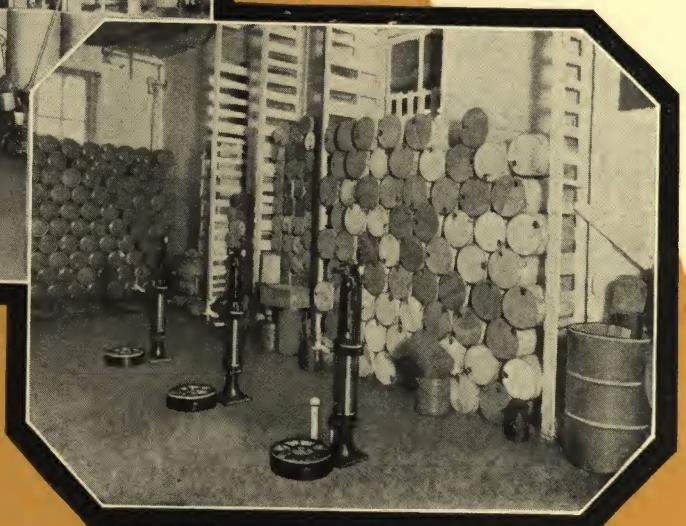
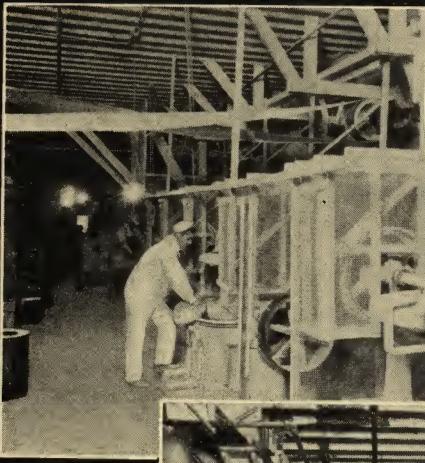
Now this seems to be speaking mostly in the future, but you realize that the Women's Department has only been organized but a few months. Give us until the middle of June and you will see some real accomplishments from us, I am sure.

With cooking and sewing and ironing, and looking after the house and the children, mother has a busy time. Even at that, most painters' wives find time to help along the sale of paint, answer the phone and generally help their husbands in a business way.



Making Great

Mr. Warren Edgington, Superintendent of Production, has charge of manufacturing operations in all plants.



Actual photographs of scenes in our Kansas City plant, taken during operating hours.

Come, take a trip through the Great Western factories with us! No more convincing proof of the high quality of Great Western paints can be found than an hour's trip through one of these factories. Any Kangaroo who has attended a convention will vouch for that.

Let's go up the freight elevator to the fifth floor. Here they mix the pigments. Every batch gets a thorough mixing in oil pumped from huge storage tanks in the basement. After the lead and zinc are thoroughly mixed with the linseed oil, they are turned loose and flow by gravity down to the fourth floor. Everything is done systematically by experienced men. This avoids waste of materials and keeps the cost of production to a minimum.

On the fourth floor are rows of burr-stone mills and roller mills in which the mixture is next ground under terrific pressure. The most exacting care is taken here to insure a perfectly smooth consistency throughout the mixture. It is little wonder that a man cannot hope to mix pigments and oil and get as good results as these heavy machines. Why, you could stir a batch of paint with a paddle for thirty days and then it would not be as smooth and free from lumps as these mills can make it in thirty minutes.

After the paint is thoroughly ground it flows to the third floor where it is run into big tanks and mixed with the proper amounts of linseed oil. All Great Western paints, except our iron oxide barn paints and a few industrial paints which are not made of lead and zinc, are made white and then tinted. Many concerns make the various colors of their house paints separately. It really is a cheaper way to make them—but it also means they are cheaper in quality. Inferior pigments can

be used because whiteness is not a necessity. The coloring matter in the paints cover up the impurities. That's why many others charge more for white paint. You will find that the Great Western price is the same on white as on the colors. In your sales talks to your customers, tell them this fact.

After the tinting process is

Western Paints

finished the paint is drawn off into cans by automatic filling machines. Every operation in the plant goes forward along the most approved lines of paint manufacture. These automatic machines fill 2,000 gallon buckets per hour.

After the paint is drawn it goes to the floor below, where it is labeled and put into the boxes to ship to you painters. Before any paint is run into the cans, each batch is sampled by the laboratory and put through a series of tests, to prove that it is up to standard in weight, consistency, covering, etc. These tests insure your getting the same uniform high-quality paint on every order that you send to Great Western.

All the processes in the manufacture of Great Western paint are carried out by expert paint men. They have been at this business many years and know the manufacture of paint by heart.

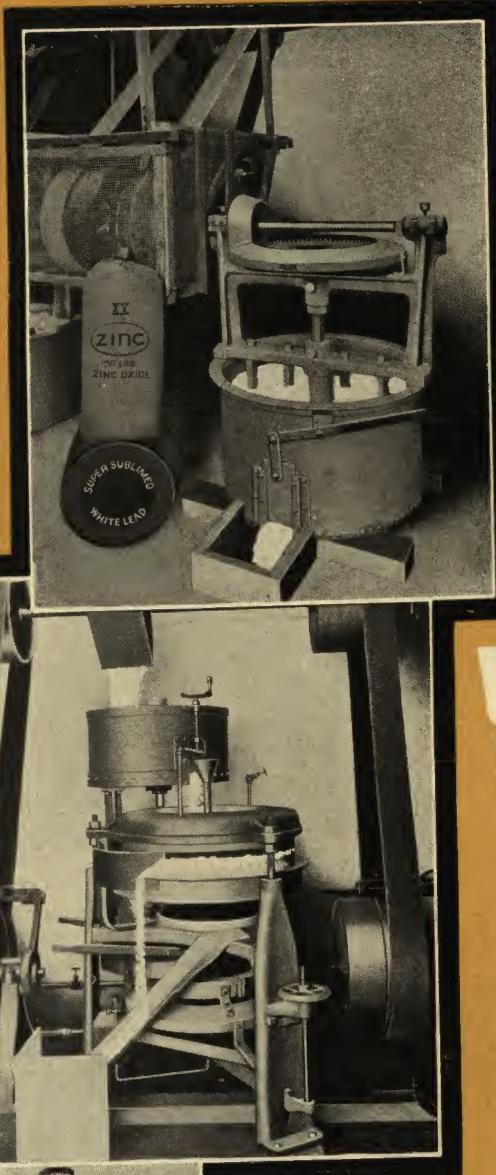
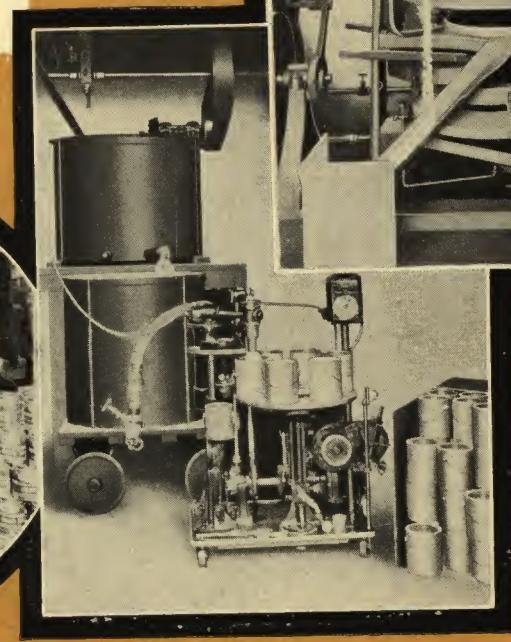
On the first floor of the factory is the receiving and shipping room. Here the cars of raw materials are loaded and stored. It is a busy place, and every man is on his toes to see that your order goes out on time.

In the basement are found the huge oil tanks, 12,000-gallon capacity. Linseed oil, turpentine, etc., are stored here. These tanks are twice the size of those you see on tank cars on the railroads.

While this is a description of the Kansas City plant, the same procedure in general is followed in all our factories. They are all located close to the freight depots so that no time will be lost in getting your shipments on their way to you.

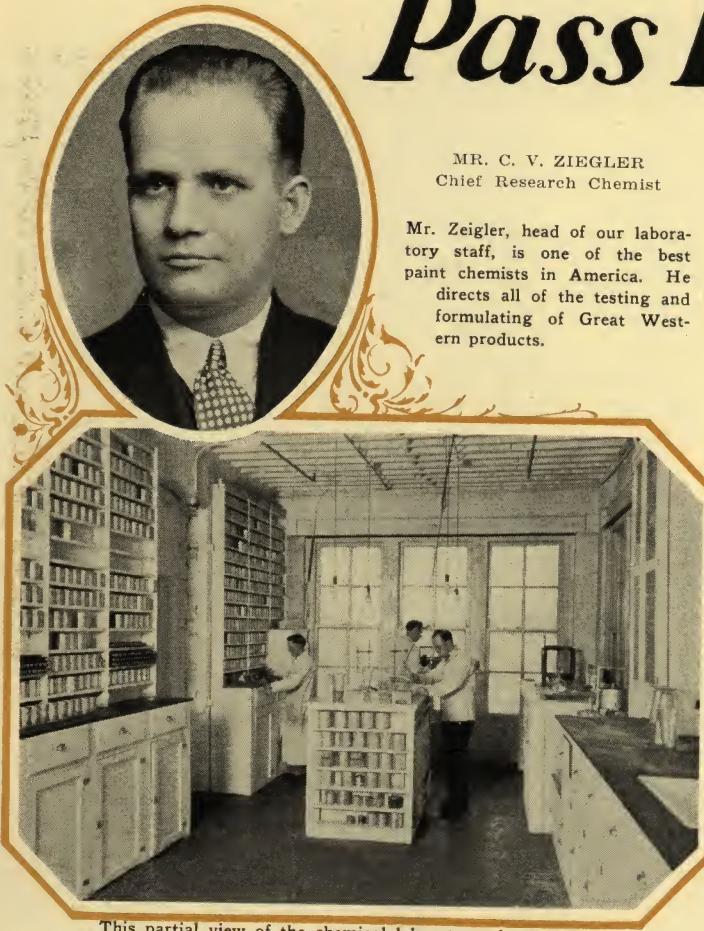
Our factory and office forces are all organized for service. Their efficiency means that your customers will get the paint they ordered when they want it, and that it will be high-quality paint. This helps you build up a list of satisfied customers and aids in increasing your profits.

The high quality of Great Western paints is due in no small measure to the exacting care taken in every detail connected with their manufacture.



Detail photographs of paint-making, showing mixing, grinding, filling of cans, labeling and shipping operations.

Great Western Paints Pass Every Test



MR. C. V. ZIEGLER
Chief Research Chemist

Mr. Zeigler, head of our laboratory staff, is one of the best paint chemists in America. He directs all of the testing and formulating of Great Western products.

This partial view of the chemical laboratory shows several of our chemists running tests on raw materials before allowing the shipments to enter the plant.

A well organized laboratory is a vital necessity in maintaining uniformity in paint quality. Our well-equipped laboratory and experienced chemists are kept busy checking up on the several hundred different raw materials that go into Great Western products, and in testing the finished batches as they come from the mills.

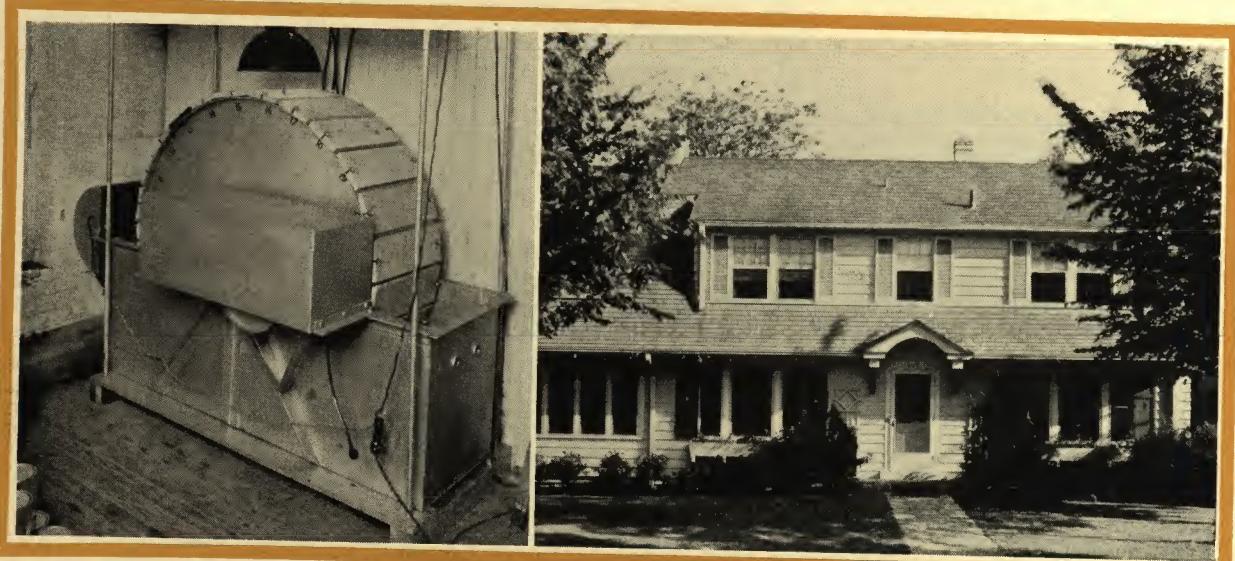
The laboratory keeps master-standards on all products. All raw materials must test up to these standards, or they are not allowed to enter our plant. It is not unusual for us to reject an entire carload of material because it does not come up to Great Western standards.

In the same way, each run of paint or colors in oil is thoroughly tested as it comes from the mill, to see that it is up to standard. Such tests take time and effort, but we know that it is money well-spent. Here is one great difference between the Great Western production methods and those of the fly-by-night outfits which sell the so-called "cheap" paints. When you buy Great Western products, you know you can rely on them.

The formulation of new paint products under the direction of Mr. Zeigler and Mr. A. M. Hughes, has been reduced to a science. When a new paint is built up, it is tested on the "Accelerated Weathering Wheel" shown below. With this machine, we can tell in six weeks time, what a paint will look like in five years in any kind of climate. In addition to this test, we have numerous "control" houses painted with our products. The condition of the paints on them, is checked up regularly to see that there is no cracking nor peeling. Thus we get a double check on our products.

All Great Western products of a like nature, such as colors in oil, shingle stain, Neverleak, etc., are similarly tested. Many other minor checkups are made.

We consider the laboratory one of the most important links in the chain of Great Western service. It is the watch-dog of Great Western quality, and insures your always getting the same high-grade products.



Accelerated Weathering Wheel. This device in one month equals the destructive action of one year of exposure to the most severe weather.

Numerous test houses painted with Great Western paints are listed in our laboratory files. The paints on these houses are examined from time to time in checking up on its wearing qualities.

Great Western Paint Is Fresh!

Great Western paint comes to you fresh from the mills. The greater part of it is shipped the same day it is made. It is uniform, smoothly ground and full-bodied. Our Factory-to-Painter plan of distribution enables us to give you this freshly ground paint. You can't expect to get the same fresh paint from a dealer.

There was a time when most painters were opposed to the use of the so-called ready-mixed paints. They were right in this opposition, because when they bought these paints from the dealer they generally found that instead of being "ready-mixed" they were "readily-settled." The pigment was mostly

at the bottom of the can, as hard as a rock, and as difficult to break up as a rubber-ball.

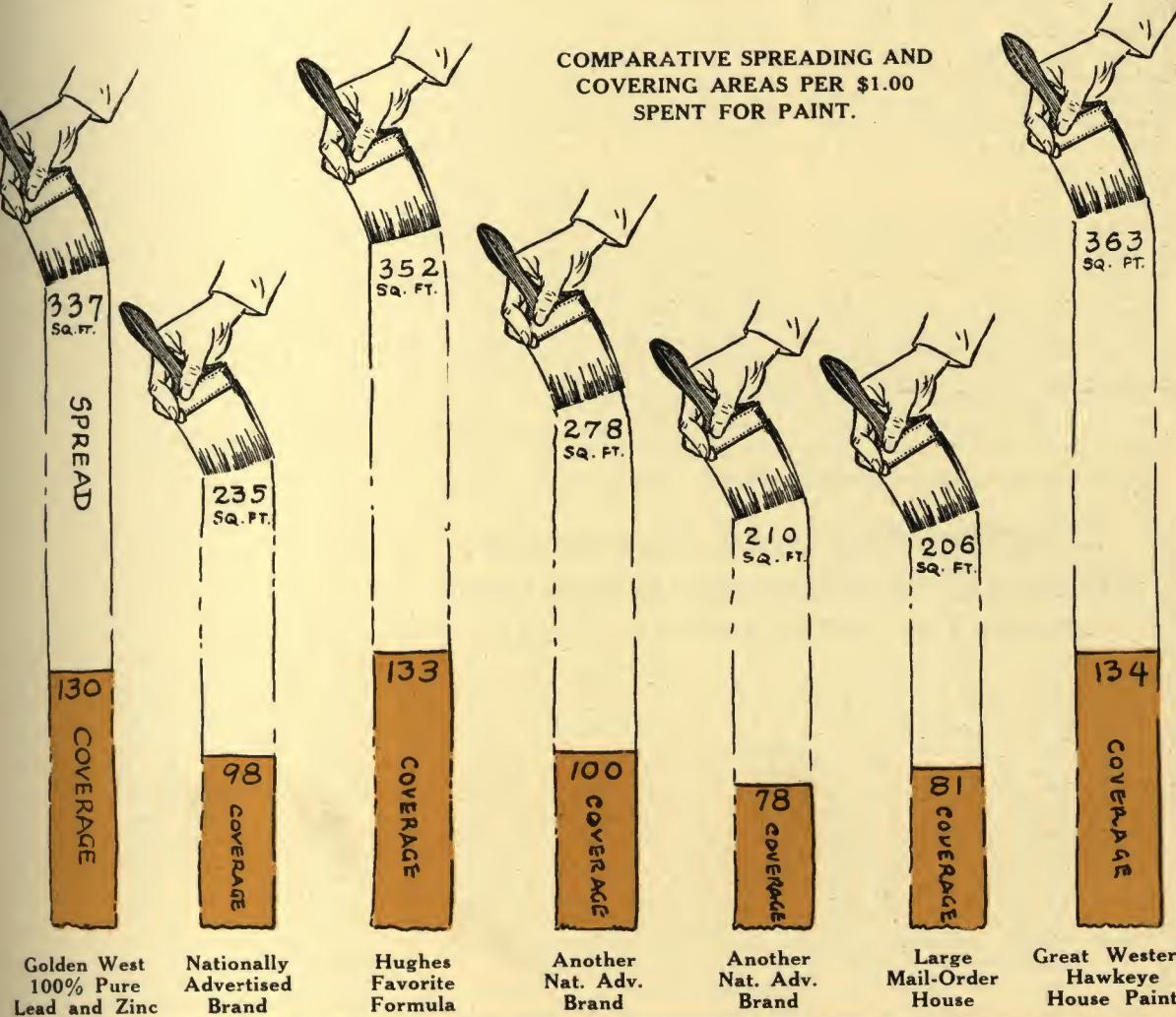
There are no "rubber-balls" in Great Western paints. They never stand around on a store shelf or in a warehouse loft for months or years, while the ingredients settle and disintegrate. Every can of paint that leaves our factories bears a label stamped with the exact date the paint was made. Under our manufacturing plan, 90% of Great Western paints are shipped within 36 hours of the time they are made.

This means economy in paint buying. You get fresh paint that is thoroughly mixed and blended. It

means that Great Western paints will not only spread farther and cover a greater surface, but will also be more durable.

The chart below shows the result of numerous laboratory tests. It is based on the average price of the nationally known brands. It shows just how much covering and spreading power a dollar will purchase when expended for any of the brands shown below. The same relationship holds true of practically any of the other paints on the market. Great Western is far in the lead when it comes to giving real paint value per dollar.

**COMPARATIVE SPREADING AND
COVERING AREAS PER \$1.00
SPENT FOR PAINT.**



Great Western Meets U. S. Government Specifications

The Department of Commerce has made up certain master specifications for making the best types of paint for many different uses. Reputable manufacturers, among whom is the Great Western Company, are given these specifications and the paint which we manufacture under these specifications may be sold to the government for use as described in the bulletins of the Department of Commerce.

The Bureau of Standards of the Department of Commerce, in Washington, maintains an extensive laboratory for the testing of paints and the formulation of specifications for the best type of paint for each of the various uses to which paint may be put. They make exhaustive tests of these formulas and when they issue a bulletin containing a formula you can be sure that it is the best one for that specific purpose.

These specifications are made up first for manufacturers to follow in making paints for government buildings, machinery, etc. The government will buy only such paint as is made in accordance with these specifications.

Many of the state governments use these same formulas and make the same requirements in purchasing paint as does the national government.

The government also recommends these specifications to industrial firms and private individuals who want to get the best kind of paint for any particular purpose.

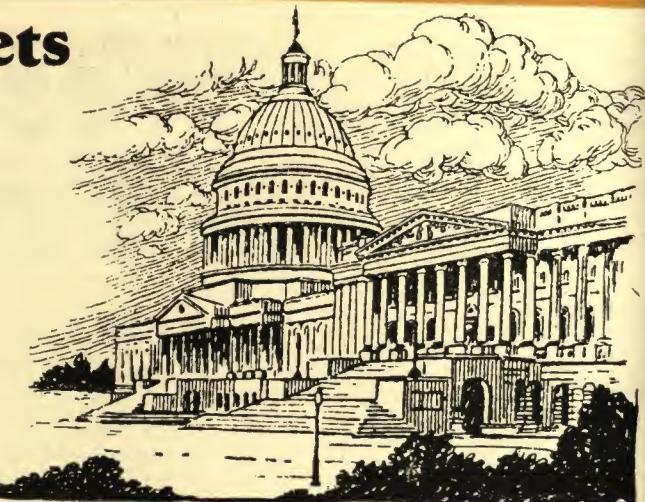
The Great Western Company has secured these specifications from

the U. S. Government and our laboratory has compounded paints according to these specifications. We are now prepared to furnish these paints to painters to sell to their governments—national, state, or local—or to private firms who follow the government recommendations.

These paints are made up on special order and for that reason, we cannot undertake to furnish them to you in less than 50-gallon lots, as we have to make a special run on them. The A. M. Hughes Favorite Formula is an exception to this 50-gallon rule, in as much as it is always ready to ship out. It meets the government specifications for white and tinted paints made on a white base, ready mixed. The same is true of our Master Painter's Stock White, which meets the U. S. Government Master Specification No. 10-b, for paint made on white base in semi-paste form.

We are prepared to make up the following paints on orders of 50-gallons or more according to government specifications:

Master Specification No. 21-b
Lithopone Interior, white and



light tints, flat or eggshell finish. Both semi-paste and ready-mixed

Standard Specification No. 67

Gloss Interior Lithopone Paints. This specification covers ready-mixed lithopone paints, frequently known as gloss mill-white. It may be made in white and a variety of light tints. Paints made under this specification are not meant for outside exposure. They shall dry to gloss opaque coats that will adhere well to wood, metal and plaster, stand washing with soap and water, and show material change in color on exposure to light. There shall be no material yellowing when kept in the dark.

Master Specification No. 278

For outside white paint on a titanium-zinc base. May be made in either the semi-paste or ready-mixed form.

Standard Specification No. 97

This specification covers the manufacture of Green Paint in both the semi-paste and ready-mixed form. This is a chrome green paint ground in oil.

Master Specification No. 14-b

This specification covers the manufacture of Black Paint in both the semi-paste and ready-mixed form. The pigments in this paint shall consist of carbon, lead oxide, insoluble mineral matter and an optional addition of red oxide of iron.

Master Specification No. 13-b

Iron oxide and iron hydroxide, Red Paint. This specification, and those above, were officially adopted by the Federal Specifications Board for the use of the departments and independent establishments of the government in the purchase of paints for their various needs.

Here is another avenue of profit open to you. Sell Great Western paints for use in governmental work and make a profit on the sale. We will be glad to furnish you with more complete details on a specific problem you may come across in connection with the sale of paints made according to these government specifications.

Hughes Favorite Formula Meets Government Requirements For Outside House Paint

When the laboratory of the Bureau of Standards in Washington makes up a formula and tests it out they do their work thoroughly. Before the Federal Specifications Board adopts one of these new formulas, they know for sure that the paint made according to it is the best type for that particular purpose.

Mr. A. M. Hughes, working independent of the U. S. Government, formulated our Hughes Favorite Formula Outside House Paint, which we believe is an ideal house paint. The government backs up the formula of this paint as it conforms to the specifications for ready-mixed house paint as set forth in U. S. Government Master Specification No. 10-b. Now when Uncle Sam puts his O. K. on a paint you know that it must be right.

The same is true of our Master Painter's Stock White, which is of slightly different formula and in the semi-paste form.

Either of these paints may be sold to the Government as they meet the specifications.

Great Western Helps You Get More Business!

By GEORGE F. TURNER, Advertising Manager

The best form of painters' advertising is good paint and good workmanship, but you must be able to tell people about these things if you want to increase your sales and do a bigger painting business. The following pages contain an outline of the advertising helps which we offer you to help build up your business. Study them over and select those which you think will do you the most good and make use of them. You will find here no general paint publicity, but sales helps which will bring the prospects to your door.

prices and high quality of Great Western paints.

Our advertising department has prepared a series of sales helps of different sorts to aid you in building up more business for yourself. Most of them are free, and all you have to do to make them work for you is to get them into the hands of logical painting prospects.

OUR NEW LETTER SERVICE

Letters are generally recognized as powerful business-bringers when properly used. We have planned a series of sales letters for you to send out to your customers. They cover various phases of the painting and decorating business, and were written with the idea in mind of actually stirring up business for you. Most of them have the return

card feature. These return cards give you a live group of prospects to work on.

A space is left at the bottom of the letters for you to sign your name and address. They will be printed with your name for fifty cents per hundred letters. Write for free samples of these letters and select those which are best suited to your needs.

Every painter should have a well-defined advertising and personal solicitation policy outlined for himself. Resolve to send out letters and post cards at regular intervals, and to make so many calls every day. You will find that this systematic work will certainly help you from a sales angle. You will run across people who ask you to do their painting, that you never even thought would be in the market.



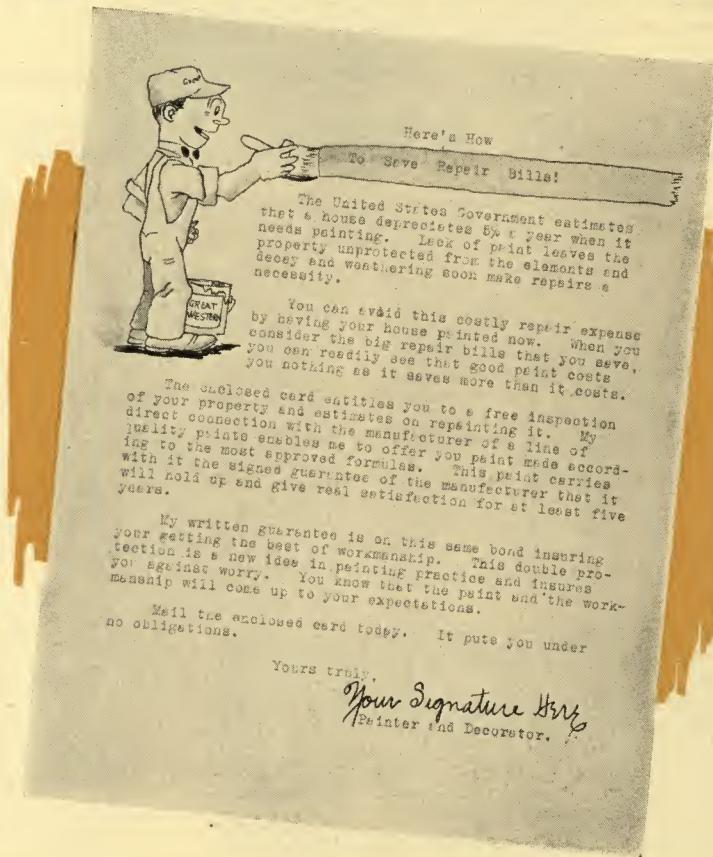
EVERY house, building and barn in your community requires paint. Every owner of property may be considered as a legitimate and likely prospect for painting and decorating service.

Nearly all buildings are painted when first built, and the owners of older buildings, seeing their property is getting shabby and rundown, will often have it repainted. If you are a good workman, and use good paint like the Great Western brand, you will probably get your share of this business.

However, there is a huge field for your efforts in the buildings of those who have not sold themselves on the necessity of repainting.

No community is 100% paint perfect. Lots of folks put off painting from year to year when painting would protect their homes from decay and consequent repair bills because they have a stronger urge to spend their money for something else. Perhaps they may be short of money, but if you show them how it will save them spending real dollars in repair bills, you can sell them the idea of repainting. Many a man will buy two new cars in a single year and still complain that he can't afford to have his house painted. You have probably run across many cases of this kind.

It is in this great dormant field that your increased business will be found. Don't wait for these people to sell themselves on the idea of repainting and then call you in with five or six others to give low bids on the job. Go after these cold prospects with advertising and personal calls with your sales kit, and show them just why they should have their homes repainted. You have a powerful weapon in the low





All you Kangaroos are familiar with the Plan Book. Most of you have copies and you know it helps you in selling paint jobs. It had to be printed in large type so that, as you turn the pages before a prospect, he can grasp the story of the Great Western Plan at a single glance, without stopping to read fine print. Because of this large print, most of the book is used in explaining the plan and little is left for cataloging items.

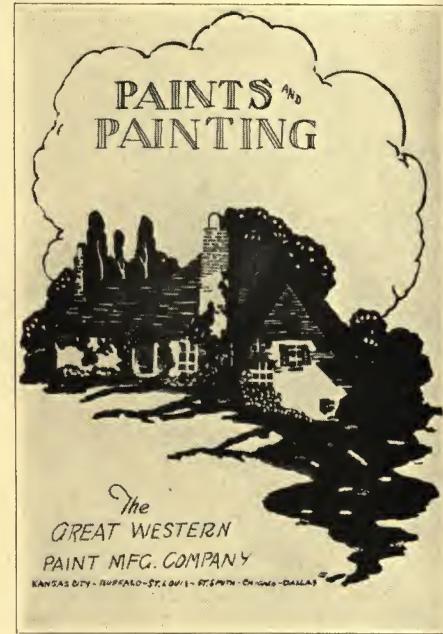
The retail price lists which we

EVERY KANGAROO Will WANT This REAL Selling COMBINATION!

Here's the new Retail Catalog to supplement the Plan Book. Just what hundreds of you painters have been looking for.

have sent you to hand out are small, and list but part of the Great Western line. This has caused many painters to request that we get out a catalog containing retail prices for them to show to their customers. We have done this and it is called "Paints and Painting." It is printed attractively in two colors and will help you sell more paint. It is now in the process of preparation and will be ready for distribution immediately. Send for your copy.

This retail catalog will list all of the items in the Great Western line. It also will carry sales talks showing your customer just why he should buy his paint from you, and from Great Western. Often a customer will look through this book and will see other items which he will buy along with the paint for his particular job.



Above is shown the Artist's Lay-out of the new Retail Catalog.

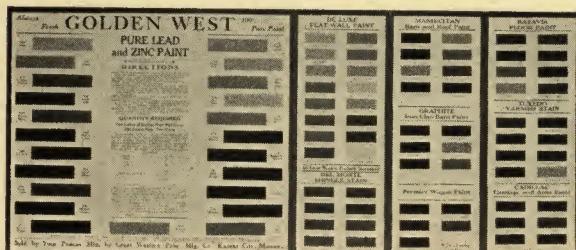
COLOR VISUALIZERS

Along with the two books shown above you will need copies of these Color Cards and Visualizers. The Color Card comes in handy in letting your customer pick the exact shades of paint which he wishes for his home.

The Great Western Color Visualizer was perfected especially for your use, and patents have been taken out on it. It is a great little invention. You have all seen those little celluloid transparencies under which you place color chips to show what a house will look like when painted in any of the various colors. Carrying a lot of color chips around and shifting them is a big nuisance and this color visualizer does away with all that.

With it, you simply slide the card carrying the colors up and down in the visualizer and the color schemes on the house automatically change. The visualizer is printed on heavy paper with a celluloid inset. It has suggested color schemes printed on the front. It eliminates guesswork and insures your customer being satisfied with the color scheme when the work is finished.

On the back will be found a table showing the covering capacity of the various grades of Great Western paints. Write us now for one of these Visualizers. The Color Card slips in them, and you can carry both with you in your pocket without worrying about them bending.



COLOR CARDS

We have just received a large supply of these new cards which, in our estimation, are the most complete ever printed and painted. Our full line is included on one card, which eliminates the necessity of carrying but the one card. The chips are large in size and each quality of paint is carefully described with full directions. Sent free with a liberal supply of order blanks and return envelopes upon request.



GREAT WESTERN COLOR VISUALIZER	
<p>Now you can see how your house will look when painted in the various colors by using this simple visor. It enables you to know exactly what colors will go best, so you won't be getting the colors wrong you want, and you'll be sure to get the colors you like.</p>	
<p>SUGGESTED COLOR SCHEMES</p>	
BODY	TRIM
White	Paul Gray
Silver Gray	White
White	Apple Green
Colonial Yellow	White
Canary	Terra Cotta
Terra Cotta	Dark Brown
Silver Gray	Storm Gray
Storm Gray	Yellow
Cinnamon Brown	White
Light Tan	Cinnamon Brown

Use this visor regularly in your business. Your customers will be happy to have it, and it will look on a house and then little dresses will make you do the same thing. It is a good idea to keep it in your car, because it eliminates guess work on the selection of colors, and it is a good idea to keep it in your pocket, so you can use it whenever you want to. It is a good idea to keep it in your car, because it eliminates guess work on the selection of colors, and it is a good idea to keep it in your pocket, so you can use it whenever you want to.

GREAT WESTERN PAINT MFG. CO.
CHICAGO KANSAS CITY PORT SMITH

Buy Your Paint from the Painter - He Knows Paint

HERE IS THE TEST THAT PROVES PAINT QUALITY



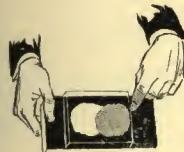
1st—Take small quantity of Great Western Paint. Drop it on the thick black glass.



2nd—Take small quantity of any other brand of paint. Drop it right along the side of the Great Western Paint.



3rd—Then place transparent glass firmly over the two samples.



4th—The effect will be amazing and convincing. While Great Western Paint shows pure white, with wonderful hiding power—other brands often show gray and transparent.



This Outfit Helps You Sell!

SENT ON DEPOSIT OF ONLY \$1.50

Every painter who wants to make the most of his opportunities to make money selling Great Western Paints, should certainly have one of these sales kits. We have made this selling and demonstrating outfit the most complete ever assembled. The above picture gives a good idea of the contents of this kit. We also include several copies of the new Retail Catalog which will help you get more business. The kit contains the Plan Book, Catalog, color cards, stationery printed with your name and actual samples of Great Western house paints and pigments.

You can take this kit out with you when making calls. With it you can demonstrate the superior-

ity of Great Western Paints. These demonstrations are very conclusive and will convince the most skeptical that they should have Great Western paints applied to their houses and buildings.

About 1,500 of these sales kits have been purchased by Kangaroos in all sections of the country and we are constantly receiving letters from them telling of the sales they make with the help of this sales kit. W. E. Ramsey of Salina, Kansas, says: "Please accept my thanks for your fine sample case, also stationery. I must say that if a painter can't sell paint with this outfit, it can't be sold."

This outfit costs us more than \$15.00 to make up. We charge

you only \$5.00 for it. All you have to do is to send in \$1.50 in cash and we will take the balance of \$3.50 out of your future commissions. We are willing to pay the difference between the \$5.00 which you pay for the kit and the \$15.00 which it costs us to make it up, because we have found that this kit pays for itself many times in increased sales. You will find that your \$5.00 invested in this kit will come back to you many times over.

The kit is very durable and will stand much hard usage. It is just the thing to keep in the back of your car or to take with you on trips into the country. Send in your order today along with the \$1.50 deposit (the balance of \$3.50 will be deducted from your future commissions).

Watch your profits increase when you put this kit to work.



LOCATION SIGNS

There is no better advertisement for you than a house freshly painted by your own hand with Great Western paints. People passing by the house stop and notice the difference the paint makes in the appearance of the house. They are attracted by its beauty and compare it with nearby houses which need painting.

A well-painted house is a silent but powerful salesman, urging upon all who pass the necessity of checking up on their own property to see whether or not they too should paint.

These location signs put your name

before the people and point out to them that here is a sample of your workmanship, and the kind of paint that you apply. Such visual proof of your ability is worth much more than anything you could say for yourself. Results speak louder than words.

The price of 75 cents hardly covers the cost of having your name and address painted on the signs, which are made of non-curling, pressed wood. They are light and durable. Take advantage of this low-cost advertising.

75¢

FREE POSTERS

Keep people reminded that you are in the painting business and that you not only apply paint but that you sell it too, and you will make bigger profits out of your trade than ever before.

A number of painters have asked us for something in the way of cardboard signs to be tacked up on barns, telephone poles, etc. We have made up a series of four of these poster signs. A space is left at the bottom in which we will print your name and address. The cards will then be run through a parafinning machine to make them waterproof. They will last for months as the rain will not harm them.

These posters are printed attractively in two colors. The designs are very striking and will attract instant attention. Here is a real sales-getter for you. These signs tell folks to buy Great Western paint direct through their painter, and your name and address in large type at the bottom will enable the customers to know just

where they can reach you. They will call on you when they need paint.

These signs will be ready for delivery about the middle of February. 10 of the first design will be delivered to those requesting them about that time. Three months later, ten of the second design will be sent, and so on throughout the year until you receive all of the series. You receive a total of 40 posters throughout the year. Each of the four designs is different.

NO COST TO YOU

These signs cost you absolutely nothing. We are sending them only to painters who request them, as we do not believe in sending out expensive advertising and having it lie around and be wasted. Now here is a good form of advertising which will send the prospects direct to your door or cause them to phone you. You can't afford to pass up this opportunity to get such good publicity at no cost to yourself.

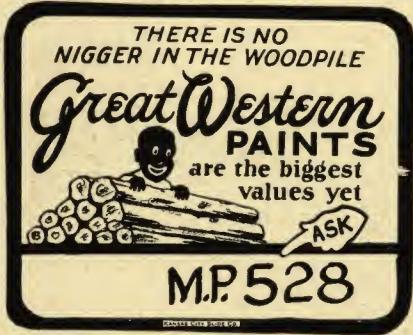


These posters are made of strong cardboard, printed in two colors with your name imprinted on them. They are parafinned to preserve them from the weather. Sent free to any Kangaroo upon request.

PICTURE SHOW LANTERN SLIDES

Your local picture show offers you an opportunity to obtain some good publicity at moderate cost. Slides, such as those illustrated below, will be sent you free with your name and address printed on them. People who attend the shows are sure to see these slides and read them, as they are thrown on the screen. They

will bring you customers. When writing for them be sure to specify the order number of the one you want and write the name and address and phone number that you wish printed on them, as plainly as possible. They are free to any Kangaroo.



5 Year protection

GREAT WESTERN GOLDEN WEST

America's Foremost House Paint

is guaranteed for five years. Used and recommended by 10,000 painters in every section of the country. Made and shipped FRESH from the factory. Has excellent covering capacity and wearing qualities.

Cover your house with paint that will last for years.
It is more economical to use than the cheap ordinary kind.

FIVE YEAR GUARANTEE



We GUARANTEE that our Golden West Pure Lead and Zinc Paint, when properly applied, will not crack, peel or blister in a period of five years. It will cover as much surface, wear as long, and retain its gloss and brightness as well as any paint sold. Three coats must be applied on new work and two on old work.

Being ground and mixed by machinery, it is far superior in fineness and uniformity to any paint mixed by hand.

GREAT WESTERN PAINT
MFG. CO.

By A. M. Hughes, President

100% Pure

The formula is printed right on the label of the can:

White lead	75%
Zinc oxide	25%
Linseed oil	90%
Turpentine and Drier	10%

100% 100%

Sold to you direct from your painter—who will gladly put it on for you—or show you how. I carry all kinds of paints, varnishes, brushes, ladders, etc. See me before you buy.

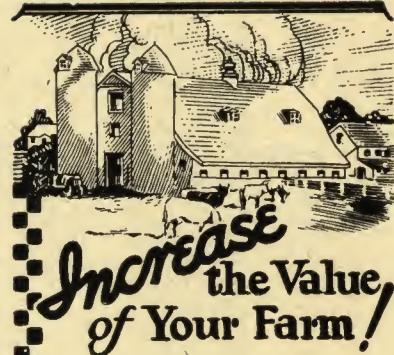
This Space for Painter's Name,
Telephone Number and Address

N. P.—503

NEWSPAPER ADVERTISEMENTS

Advertisements such as these with your name at the bottom will be furnished you for use in your local paper. Other ads will appear from time to

time in the Paint Craft. Write us for our special proposition.



Well painted farm buildings add many dollars to the value of EACH ACRE of your farm.

MANHATTAN Barn and Roof Paint

will give you the fullest protection against ruin and decay. It is the highest grade Barn Paint that you can use and its beautiful, brilliant colors will last for years. Works fine on any surface. In 5-gal. kits, \$1.85 per gallon.

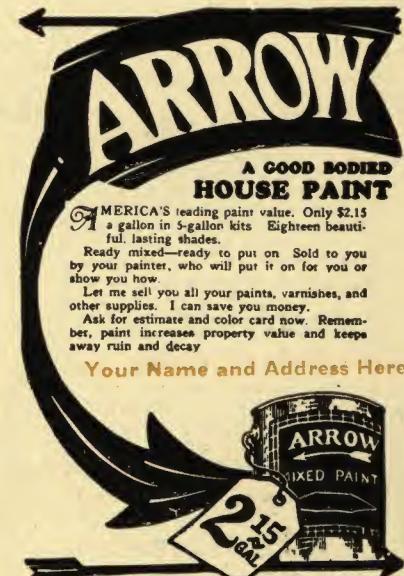
GRAPHIC IRON CLAD BARN PAINT

Easily applied by anyone. I will gladly show you how to use it—if you buy your paint from me. Only \$1.45 in 5-gal. kits.

I will sell you any kind of paint at the right kind of price and show you how to use it. Get in touch with me today.

YOUR NAME, ADDRESS AND PHONE NUMBER GOES HERE

N. P.—504



N. P.—505

This Circular Mailed Free To Your Prospects!

Letter Heads

Attractively printed with your name and address. Be sure to write plainly the copy you want on these letterheads. Samples Free.

100	\$0.90
250	1.35
500	1.85
1000	2.75

Envelopes

Size 6 $\frac{3}{4}$, very good grade
of stock. Printed with
your return card.
100... \$0.95 500... \$1.85
250... 1.40 1000... 2.65

Business Cards

Every painter should use
a business card. We fur-
nish them at cost.
100... \$0.90 500... \$1.75
250... 1.25 1000... 2.75

Government Post Cards

Printed in two colors for
you to mail to prospects.
Furnished printed for the

cost of stamp.
500 \$ 5.00
1000 10.00

Windshield Stickers

Kangaroo Cut-out
Stickers for your
auto windshield

WINDSHIELD
FREE

Every now and then a painter writes in that he has a good prospect, but is having difficulty in closing him. In such cases we send out advertising from our offices to the prospect to help along the good work.

One of the main pieces of this advertising will be seen in the circular shown above. This folder is well printed in two colors and contains many reasons why your prospect should buy Great Western paints through you. It contains only retail prices so you can make your full commission on the sale of the paint.

having. It takes time to build up a clientele of worthwhile, whose credit is first-rate and who, through knowledge of your workmanship, business methods and the kind of materials you use, come to call on you whenever they need painting done.

In writing. For this reason, we have prepared a standard contract form, suitable for either a large or small shop. It comes as a single sheet form, printed on both sides, size 11x17 inches. By using a piece of carbon paper you can make a carbon copy to keep for your own use.

You cannot afford to lose the good-will of even one of these people through any argument over the details of an agreement with them. Get these details down in "black and white." There is hardly a painter who has not at some time suffered loss either of money or customer's good-will, due to a misunderstanding arising weeks after he has taken a job, and when both painter and customer have forgotten all the details agreed on. It is very easy to assume certain agreements from conversations about painting jobs.

The best way to avoid such misunderstandings is to get everything

Go over the houses in your neighborhood and see which ones of them really need painting. Try to get a line on their owners and sound them out. When you see there may be a chance to do some business with them, send their names in to us and we will start advertising their way. If you can send us a list of ten or twenty such names, we will mail advertising to all of them.

This service is entirely free to you and will bring results. A little work on your part in lining up some good names will be more than repaid.

**CONTRACT BLANKS HELP
YOU KEEP OLD CUSTOMERS**

down in writing. For this reason, we have prepared a standard contract form, suitable for either a large or small shop. It comes as a single sheet form, printed on both sides, size 11x17 inches. By using a piece of carbon paper you can make a carbon copy to keep for your own use.

This contract saves you writing out a long description of the work to be done on every room on interior jobs. It will be a great help to you in making estimates. Very little writing need be done on it. Many specifications need only be checked off. You build up prestige for yourself in the mind of your customer when you use these blanks, and at the same time avoid arguments later.

Prices:

With your name and address printed
on them, in not to exceed four lines:

100	\$ 4.50
250	8.00
500	11.00

You Can Bank on Great Western!

YOU CAN BANK ON GREAT WESTERN

Every year more and more painters are coming to depend upon a second income in the form of Great Western commission checks to provide their families with the better things of life and to build a bank account for a possible rainy day. It is a sensible thing to do—to bank on Great Western.

Many companies play up the large earnings which people selling their line have made. While their statements may be literally true, they give a wrong impression in general. The average man who tries their plan does not get such remarkable results and as a result becomes discouraged. We have refrained from any display of unusually large commission checks in this book for the reason that we do not want to create a false impression. We have our Paul Davis's who have gone out and made commissions on a single order running into the hundreds of dollars. But we are frank to admit that this is unusual. We do not believe that the average painter is looking for a get-rich-quick scheme which even on the face of it suggests its impossibility.

What we offer you is the chance to make a second income for yourself. Extra profits which come to

you in the form of commission checks signed by the Great Western company. Hundreds of painters are on our books who are receiving from 10 to 40 dollars or more per week through commissions on their sales. These are good substantial profits when added to your regular income as a painter. They mount up rapidly in the course of a few months.

You need not invest one penny of your own money to obtain these commissions. We recommend that you take all orders with the understanding that they are to be shipped direct to your customer, C. O. D. In this way you need make no investment whatever. You simply sell the goods at the prices quoted in the special retail catalog which we will furnish you on request, and have them shipped C. O. D. When the money comes to us from this C. O. D. shipment, we will send you a check for the amount of your commission.

This proposition is open to all standard painters, and only to them. We give no exclusive territory to any one painter, but we do protect you absolutely from competition outside the trade. The more painters selling Great Western products in your community, the better it is for you. It gives your prospects confidence in the line, and makes sales easier for you. Painters are finding that co-operation is a better way to profits than cut-throat competition, and as a result they are getting decent returns for their labor as well as a commission on the paint they sell.

No man can reasonably expect the world to bring him a living on a silver platter, if



L. W. FRERKING, Treasurer
Great Western Paint Mfg. Co.

he does not make some effort to merit it. Neither do you, as a painter, expect to make profits out of any business plan if you do not put it to work and keep plugging at it. The main thing is first to get the right plan and then work it for all it is worth.

The Great Western Plan was perfected to help painters make more money. It was developed with the needs of the craft fully in mind. Mr. Hughes had served a long training period in the paint game before he finally worked the Great Western Plan out in all its details. That he did a good job is attested by the fact that some 16,000 painters are now following the plan, and making extra profits by so doing.

The Great Western Plan will make money for you, too, if you give it only half a chance. It is not difficult to follow it. Start trying to sell paint for every job you work on. You will be surprised how easily the orders will come when you demonstrate to your customers how much you can save them on high quality paints. You know the paint game and this plan is something which fits into your daily work like your hand in a glove. Start Great Western to working for you, and you can bank on the profits rolling in surely and steadily.

All Prices Net—No Discount

All prices quoted throughout this catalog are net. They are the prices which we charge you. Formerly we quoted prices just double our present net prices and allowed a discount of fifty per cent. We have discontinued this practice, as we believe that net prices will make ordering a great deal easier for you. Retail prices are furnished in a separate catalog from which you will sell paints to your customers.



These men, under the direction of Mr. Redheffer, have full charge of the operations of their various branches. You will find them ready and anxious to serve you at all times.

Great Western Plant Managers

Organized for Service

(By Fred N. Redheffer)



I have always wanted to know the sort of men that I do business with and I feel that you must be somewhat the same way. When you take up a proposition or buy merchandise from a firm, you want to know something about the company with whom you are dealing. That is the main reason why we are publishing the pictures of so many of the members of the Great Western organization in this catalog.

On the opposite page you will see the pictures of the men who now have charge of the various Great Western branches. Mr. Hughes has placed me in charge of the general administration of the company. In addition, I personally look after the management of the home office at Kansas City. I have selected the men in charge of the branches because of their peculiar fitness for the jobs.

All of these men have served a long apprenticeship in the Great Western plant at Kansas City. They know just what you painters want and how you want it. They have had the Great Western ideal of personal service instilled into them through many years of training under Mr. Hughes and myself.

All our men are American born and have risen from minor positions through sheer merit on their own part. There is a tradition at Great Western that each man who comes into the organization even in the lowest of positions, shall have every opportunity to show what he can do and we try to push him ahead as rapidly as possible.

The spirit of loyalty which has grown up among Great Western employees is truly remarkable. They have their own social organizations which draw their memberships from among Great Western ranks. They are contented and proud of their jobs. Now this is something which means a great deal to every painter customer of ours. These men will go out of their way to serve you as you wish to be served.

Huge Production Makes Our Prices Lowest

Our great volume production of paint products enables us to give you the highest quality paints at the

lowest prices. Quality for quality, you will find that Great Western prices are far below the average. You get the advantage of the savings which we make through volume buying and efficient management. We are not running on borrowed capital and so do not have to pay out huge sums in interest every year.

We have no credit losses. Great Western sells for cash only. Not because we do not trust our customers, but because we have found that it is as easy for a man to pay a bill now as it is six months from now. Through this cash system, we are enabled to give you the lowest of prices as you do not have to pay the bills of the fellow who through some circumstance becomes unable to pay. Unless cash accompanies the order, we ship all goods C. O. D. Most painters sell the paints and have them shipped to their customers who pay upon delivery. Thus the painter does not need to have his own money tied up in paint stock. Some painters do carry a small stock on hand at all times in order to meet emergencies. This small stock costs but little and they are repaid many times in profits which they get instead of the retail dealer.

Quick Shipment

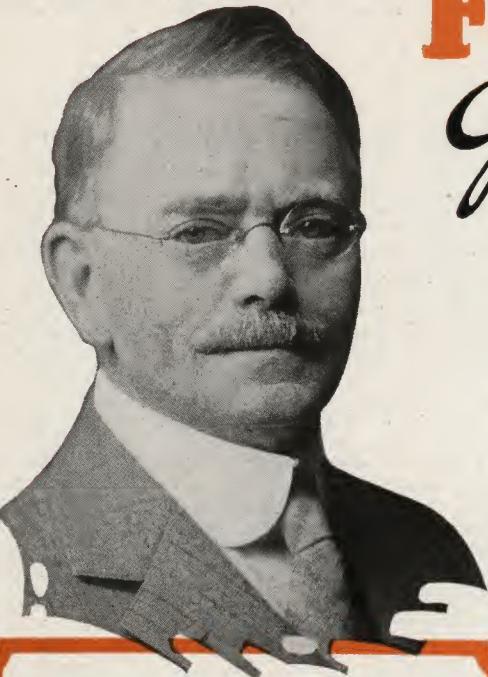
We have worked out a system of freight shipments which give you a service almost as speedy as express. Your order received in the morning mail is filled the same day and is on its way to you without the least delay. We do not pay the freight on shipments. When a man tells you he pays the freight you can know that he has added enough on the price to cover the freight. Not only that but he usually adds a profit on the freight as well.

This year we have added three new branches. These branches are primarily for the purpose of speeding up our shipments to you. They bring Great Western service closer to painters in many sections of the country. Not only do they enable you to get your goods more quickly, but they also cut down on freight charges to these sections.



A. M. Hughes Favorite

Forty Years Go into the Making



MY SIGNATURE IS ON EVERY CAN

Frankly, I am proud of this paint. I am glad to recommend it to real painters as a paint which cannot be surpassed. There was a time when I looked on a straight lead and zinc formula as being the most satisfactory, but since I developed this recent formula, tested it out in many hundreds of cases and have seen its remarkable wearing qualities, its brilliance, its coverage, its easy spreading, and great hiding qualities and its permanent whiteness, I have been forced to the conclusion that this formula will do anything a good paint should do.

I have put this paint to the most severe tests and in every case, it has "come up smiling." These tests have proved to me that here is a formula which will equal any paint on the market and surpass most of them. I firmly believe it is not possible to make any better paint at any cost. This formula is the outgrowth of more than forty years in the paint business and I am proud to put my signature on every can of A. M. Hughes' Favorite Formula House Paint.

A. M. Hughes
PRESIDENT

I would paint a house for 40% less if I had Mr. Hughes' paint. I finished a house for Mr. Bedell with your paint and never in all my life saw white paint spread as nice and cover better. I will say it was far the best paint to spread and cover I ever used.

HUGH McCAFFERY, Michigan.

Thirty-six

A few years ago I started out to make the best and most economical house paint that it was possible to manufacture. I wanted a paint that was so white that everybody would remark, "That's the whitest house I ever saw." It had to give exceptional service and be low in price.

This result was more than accomplished in the development of Hughes Favorite Formula House Paint. It is a remarkable painters' paint, heavy in body. It will stand liberal reduction.

A Secret Formula

You can buy Hughes Favorite Formula House Paint only from the Great Western Paint Co. It is compounded in our own plants according to the special formula which I developed, and which is guarded by our workmen. The main ingredients in the paint are lead and zinc, as they must be in any good paint. It contains pure white lead and pure zinc to a total of 85%. The other 15% is a special combination of inert pigments which are combined in exactly the right proportion. They act as a "binder," something on the order of hair in plaster, and they tend to protect the paint from the harmful effects of sunlight and oxygen. Tests have shown this paint to be more durable than lead and oil.

My Special Offer to You

I want every painter to try this paint. Those who have used it, and there have been many of them, have all been enthusiastic in their praises of it. I want you to put some of it on your jobs. I want you to sell it to some of your customers. I know you will be pleased with it. Order as many gallons of this paint as you need. Use two gallons of it on any of your jobs. Watch it as it spreads so easily and smoothly. See for yourself just how well it covers, how white it is, how brilliant. Notice its great hiding power. If you do not think it is as good or better than any paint you ever used, why return the balance and your money will be refunded in full.

Now, I know that is a strong offer, but I am more than willing to make it because I know what A. M. Hughes' Favorite Formula House Paint will do.

A Business Builder for You

I stand squarely behind this product and do not hesitate to say that it is one of the greatest values ever offered. I think as much of this paint as I do

I am sending you the picture of one of the houses I painted with A. M. Hughes Favorite Formula House Paint. I sure think it is a fine paint. I can put up a nicer job with one coat of it than I can with two coats of lots of other paints. Every place I have used your paint the people are more than pleased. We have painted four houses with the A. M. Hughes Favorite Form-

ula Paint. As ever,
JAMES HOPKINS, Grand River, Ia.

+++
The Hughes Favorite Formula House Paint I have just used is certainly clear and white as snow. I say it can't be beat. It is the best on the market. I am sending you the double guarantee to be signed.

CHARLES E. NELSON, Missouri.

Formula House Paint

Experience of this Paint!

of Golden West, and you men know that is as much as I can say about any paint.

I have been manufacturing paint for over forty years. I know the paint business from one end to the other. You can take this paint and put it to any kind of a test. Past experience has shown that it will stand up and wear for years. It goes on white and stays white.

This is the kind of paint that will build a business for you. Once you get this paint on a house, others will be flocking to you, asking: "What kind of paint is that? It sure is white." Believe me, it also wears.

A. M. Hughes Favorite Formula House Paint costs you only \$2.25 a gallon in five-gallon kits—or \$2.35 in one-gallon cans. I believe you can add 33½% profit to these prices and still be a dollar a gallon under similar competition. You can undersell others and still make plenty of money for yourself.

In Colors Now!

When this paint was first offered we made it in white only, but as painters came to know it better and to realize how good it really is, the demand grew for colors in addition to white. From now on, we are offering it in colors.

600—White	622—Slate
606—Cinnamon Brown	626—Cream
608—Terra Cotta	627—Colonial Yellow
609—Peach Blow	628—French Gray
610—Maroon	629—Ivory
611—Light Chocolate	630—Sky Blue
613—Light Buff	632—Light Lead
614—Dark Brown	633—Light Olive
619—Store Green	636—Shutter Green
620—Apple Green	638—Sky Blue
621—Pearl Gray	640—Light Tan

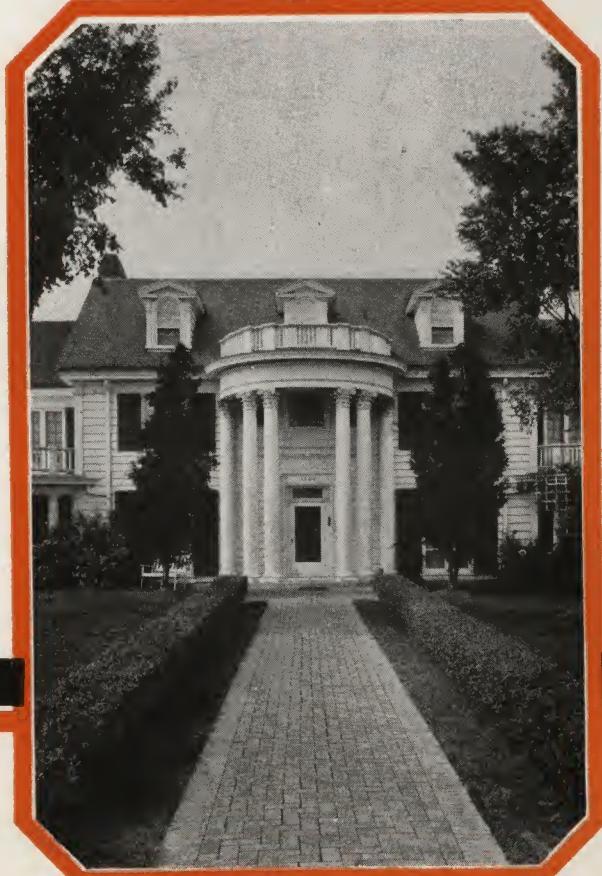
These colors are the same shades as listed in the Color Card under Golden West.

Made According to U. S. Government Specifications

A. M. Hughes' Favorite Formula House paint meets the specifications of the Bureau of Standard of the Department of Commerce at Washington, D. C. This bureau tests formulas of all sorts of paints, and when it puts its O. K. on a formula for government use, you can be sure that it is right. This paint meets the government formula for outside paint made in ready mixed form, in white and light tints. In addition to this assurance of quality, this paint carries our full guarantee.

2.25
GAL.
IN 5 GAL. KITS

\$2.35 in Gal. Cans
2.20 in 30 Gal. Bbls.
2.15 in 50 Gal. Bbls.





The Ideal Paint—Made by the Ideal Formula

Golden West super house paint is the product of years of scientific research—made absolutely pure chemically and made to fill the practical needs of master painters.

This is our best grade—a paint not only 100% scientifically pure but 100% pure lead and zinc. Every gallon is made by this exacting formula: 75% lead, 25%

zinc, 90% linseed oil and 10% turpentine and dryer.

We invite every painter with a knowledge of chemistry to compare this old proven formula with that of any other paint made. Then, we respectfully ask you to compare the prices, made possible only through our tremendous volume direct to 15,000 master painters all over America!

Lowest Wholesale Prices—Direct from Factory to Painter

GOLDEN WEST

100% PURE LEAD and ZINC HOUSE PAINT

WE gladly set this iron-clad guarantee down in writing:

Our Golden West 100% pure lead and zinc paint, when properly applied, will not crack, peel or blister in a period of five years!

It will cover as much surface, wear as long, and retain its gloss and brightness as well as any paint sold anywhere in America regardless of price!

Golden West is thoroughly proven — it

has been on the market for years. Weighs 17 pounds to the gallon and is exceptionally heavy in body. Guaranteed to be pure white. Reduces liberally. Fills every need of master painters in the highest type of jobs.

Only painters can buy Golden West. And our low wholesale prices enable our painter friends to far undersell the average dealer, quality for quality considered.



25 POPULAR SHADES

100 White	122 Slate
102 Black	126 Cream
106 Cinnamon Brown	127 Colonial Yellow
108 Terra Cotta	128 French Gray
109 Peach Blow	129 Ivory
110 Maroon	130 Sky Blue
111 Light Chocolate	132 Light Lead
113 Light Buff	133 Light Olive
114 Dark Brown	135 Vermilion
119 Store Front Green	136 Shutter Green
120 Apple Green	138 Dark Blue
121 Pearl Gray	139 Storm Gray
	140 Light Tan

GOLDEN WEST PRICES

\$2.40 Gal. in 5-gal. kits.

\$2.50 in gal. cans.

\$2.35 in 30-gal. bbls.

\$2.30 in 50-gal. bbls.

.70 in quarts.

240
In 5-Gal.
Kits

HAWKEYE HOUSE PAINT



FRESH FROM THE FACTORY

Hawkeye, like all Great Western paints, is made practically the same day it is shipped. No time wasted breaking up old paint that has settled hard in the can. Use this fresh paint and be sure of satisfaction.

18 Beautiful Shades

Hawkeye white is a real white. Painters write us in every mail telling of the wonderful results obtained through its use. All the other colors are bright and lustrous.

HAWKEYE HOUSE PAINT COLORS

- No. 400—White
- No. 412—Cinnamon Brown
- No. 408—Terra Cotta
- No. 409—Peach Blow
- No. 410—Maroon
- No. 413—Light Buff
- No. 425—Dark Brown
- No. 420—Apple Green
- No. 421—Pearl Gray
- No. 422—Slate
- No. 426—Cream
- No. 427—Colonial Yellow
- No. 428—French Gray
- No. 429—Ivory
- No. 430—Sky Blue
- No. 432—Light Lead
- No. 403—Light Olive
- No. 436—Shutter Green
- No. 431—Red Oxide



High Quality At An Amazingly Low Price

Here is a house paint which we recommend as being as good as the majority of the first grade paints on the market. It was formerly our first grade paint and has given wonderful satisfaction. It is true that the price is extremely low for a high quality paint, but don't let that influence you against Hawkeye.

Tests conducted by ourselves and by many painters using this product have shown that it gives the greatest coverage and spreads farther than any paint on the market, dollar for dollar. It is by far the greatest paint value on the market. These tests have shown that it covers about 50% more space than other paints selling at the same price.

The Hawkeye quality house paint has a real quality base, thoroughly ground and mixed in pure linseed oil. It has good body and covers perfectly and will stand liberal reduction. Dries hard and has a good linseed oil gloss.

Painters frequently run into customers who want to cut down on the cost of their painting job by using a cheaper paint. When you have customers like this, you can sell them Hawkeye. These customers are usually strong for getting good values and will recognize the superior wearing qualities of Hawkeye and be pleased with its beautiful appearance. Hawkeye will make friends for you.

Hawkeye is shipped fresh from the factory ready for your use. It is an easy worker and spreads speedily. It carries our absolute guarantee. Every bit of material used in the manufacture of Hawkeye is necessary to the production of a high-grade paint. No filler is used. This accounts in no small measure for its great spreading and hiding powers.

We make this proposition to any standard painter: Order enough paint for your job and when you get the Hawkeye, spread on one or two gallons of it. If it does not come up to what you believe a real, high-grade paint should be, ship the balance back to us and we will refund your money in full and also the freight charges.

That is a strong offer and we can make it only because we know that no painter will ever send the paint back. Once a painter uses Hawkeye, he is a Hawkeye booster for life.

Prices

50-gal. bbls., per gallon.....	\$1.80
30-gal. bbls., per gallon.....	1.85
5-gal. kits, per gallon	1.90
1-gallon cans, per gallon	2.00
Quarts .....	.60

"Hawkeye is a Wonderful Paint"

Paints Parsonage

With Hawkeye

Fred, you think that was a lot of bunk about my sending you a picture of the parsonage, but to show you that it wasn't, I am sending you a couple in this picture, taken from different angles. It is a good job and shows it, and I want to thank you for making it possible for me to make it that way. I know that it has sold three small jobs for me, and I expect many more from it.

You may have noticed that I am using a lot more Hawkeye this year. I don't know why unless you are making it awfully good for the money.—James A. Staples, Houstonia, Missouri.

Hawkeye Gives the Yardage

I wish to tell you that I have just finished a house with Hawk-

eye, one-coat job, which I know I would not have been able to do with previous brands of paint that I have used. The covering quality and yardage obtained by Hawkeye is wonderful. Will have a larger order next time.—Elias Hanson, Elbow Lake, Minnesota.

Hawkeye Better Than Four-Dollar Paint

I have used some of your Hawkeye White House Paint and I think it is just as good or better than the paint that sells for \$4.00 a gallon at the hardware stores.—Clarence Erickson, Sharon, North Dakota.

Great Spreading Power

I have tried your Golden West and your Hawkeye, and now I am going to try your Arrow House Paint. I painted a house with your Hawkeye paint—it was a tobacco

brown—and everybody that sees it says that it is the prettiest brown they have ever seen. I have found your paint just as you describe it. It sure can't be beat, for it spreads farther than any paint that I ever used.—E. G. Woldy, Illinois.

Strong For Hawkeye

Your Hawkeye White is the whitest paint on the market; has a good body and will stand more reduction than any other paint on the market, and I am more than pleased with it.—Myron Cripe, Cerro Gordo, Illinois.

Hawkeye Lasts Eight Years

I am ordering this material to repaint a house I painted with Hawkeye eight years ago. The house is still in good shape. Some record!—J. C. Hilborn, Oakwood, Oklahoma.

Comparison Proves Superiority

Just finished a house job with Hawkeye and one with another nationally advertised brand of paint. Hawkeye at \$1.90 a gallon has it beat forty ways from Sunday, at \$4.00 a gallon for the other paint. I would not trade one gallon of Hawkeye for 5 gallons of the other to put on my buildings. I am bidding on more jobs right along, and as you notice, the orders keep coming. I am covering this country with your circulars and newspaper ads, and will push G-W continually.

Jesse F. Roberson—Zumbo Falls, Minn.





BEATS ALL COMPETITION

Now and then you will run up against a customer who has seen the advertisements of the various mail-order houses and similar outfits which sell "cheap" paints at "cheap" prices. Our Arrow Brand House Paint was made to meet this competition on its own ground—that of low price—and to come off victorious on the score of high quality.

Don't let the low price of this paint mislead you. We know such a low price will cause you to question its quality. Don't let it. This is a truly remarkable paint, and especially so when the price is considered. It is as good as a lot of paint that sells at from \$2.50 to \$3.00 per gallon.

Tell your customers about Arrow if they are considering buying a low-priced paint. You don't have to lose a single order on account of price with this item in your line. It is a value which cannot be duplicated elsewhere.

Many painters keep a stock of 15 or twenty gallons on hand at all times. In this way they can give immediate delivery and not lose any rush jobs to the local dealer. You can make a nice profit on every gallon of this paint which you sell, because of our low price to you.

Made in the following desirable colors:

PRICES

In 50-Gallon Bbls., per gal...	\$1.30
In 30-Gallon Bbls., per gal...	1.35
In 5-Gallon Kits, per gal...	1.40
In 1-Gallon Cans, per gal...	1.50

140
GAL.
In 5 Gal. Kits

500 White	522 Slate Color
502 Black	525 Bungalow Brown
503 Myrtle Green	526 Cream
508 Terra Cotta	527 Colonial Yellow
509 Rose Pink	528 French Gray
510 Maroon	529 Ivory
512 Tobacco Brown	530 Sky Blue
513 Light Buff	531 Red Oxide
520 Apple Green	532 Light Lead
521 Pearl Gray	536 Shutter Green

LOWEST MARKET PRICES

It is impossible to quote permanent prices on such products as linseed oil, turpentine, lead, and similar products, because of the great fluctuation in prices. Market prices change almost daily on these products. We try to keep our customers advised of current prices by mailing special bulletins and making enclosures in invoices. You will also find a market price page in the Paintcraft every month.

MASTER PAINTERS

STOCK WHITE

A great many painters like to buy pure lead and zinc in heavy bodied form, and to meet this demand we have produced as fine a product as can be manufactured.

EXTRA HEAVY BODIED

Master Painters Stock White is extra heavy bodied. It weighs 23 pounds to the gallon, but contains no heavy fillers such as barytes put in it to make it weigh heavier.

PURE LEAD AND ZINC

Master Painters Stock White is a guaranteed pure lead and zinc paint. It contains pure white lead in the main, to which has been added a percentage of Zinc Oxide to make it harder and more permanent. That is all. These two, pure pigments, are finely ground in pure, raw linseed oil to which is added a small percentage of turpentine and dryer. This is a perfect formula as is attested by the fact that the United States Government has put its seal of approval on it as being the correct formula for outside white paint made in semi-paste form.

WHY BREAK UP LEAD WITH OIL?

With Masters Painters Stock White, we save you all the work attached to breaking up lead and oil and at the same time give you a much better product. Save your time and labor, as well as money by using Masters Painters Stock White.

GUARANTEED FORMULA

Lead	70%
Zinc	30%
<hr/>	
	100%
Linseed Oil	90%
Turpentine and Dryer	10%
<hr/>	
	100%



No. 150

\$3.25

Per gallon in
one-gallon cans.

\$3.15

Per gallon in
5-gallon kits.



Made According To U. S. Government Formula

The formula of Master Painters Stock White was worked out in our own laboratory some years ago by Mr. Hughes and our scientific men. Their aim was to make a perfect Semi-Paste Lead and Zinc paint. As a result of their tests, this paint was formulated. Its formula was practically the same that was worked out by the United States Government for a similar paint, so this year we have made a slight shift in the relative proportions of the two pigments which go to make up this paint in order to conform with the government specifications. In every respect this paint will be found to give the same if not better service than it has in the past.

This slight change in formula was made for two reasons. First, because we felt that as the United States Bureau of Standards probably had facilities for testing paints on a wider scale than we possess; that their formula might be somewhat superior. Second, because by slightly shifting the relative proportions of the pigments, we could offer Great Western painters a paint which would meet U. S. Government regulations as set forth in Master Specification No. 10-b of the Bureau of Standards of the Department of Commerce. Thus you can sell this paint for governmental use just as it comes to you from our factory.

**STAYS WHITE IN
ANY CLIMATE**

Great Western's 40-40-20 formula is the identical formula which was developed by the New Jersey Zinc Company following years of research. It is nationally advertised and nationally known.

One of its special contents is "Albalith," a super lithopone, which gives it an amazing brilliant white tone which stays white in any climate.

Depend upon 40-40-20 to deliver absolute satisfaction on every job where the highest quality lasting white finish is required.



GREAT WESTERN
40-40-20
(REGISTERED U.S. PATENT OFFICE)
THE PERMANENTLY WHITE PAINT

"Save the surface and
you save all!" - Paul's Paint

THIS super-white formula is released to reliable manufacturers only throughout the United States. Great Western is among the manufacturers thus favored.

But, although we have followed the New Jersey Zinc Company's formula exactly, you'll find our low direct selling prices far below the usual wholesale prices on 40-40-20 paint. Compare our price with those of any other manufacturer of 40-40-20. And we guarantee our paint to be the equal of any other line made by this same formula.

Exceptional Covering and Hiding Power

This high grade paint is accepted all over America as being a strictly first class product, developed by scientific research. Pure white in color, and stays white. Possesses an exceptional hiding and covering quality, and thus is practical and economical, a combination impossible to beat.

Made heavy in body, 40-40-20 will stand gallon for gallon reduction with pure linseed oil! The pure pigments are blended so faithfully that they produce an easy working,

bright, durable paint that positively resists premature chalking. 40-40-20 is as well exceptionally resistant to foul gases and alkali fumes, etc.

Not for Interior Use

This first quality white paint, is not, however, recommended for interior work. We suggest for interior jobs our Tuxedo Enamel line or DeLuxe Flat Wall Paint. The ready-to-spread 40-40-20 is made in the proper proportions for third-coat work. For priming coat, this paint should be thinned with raw linseed oil and turpentine only.

Great Western 40-40-20

LIQUID FORM No. 247

\$2 10
GAL.

Ready mixed. Ready to use.
Will look good for years.
Guaranteed to wear.

No. 247—5-gal. Kits, gal. **\$2.10**

No. 247—1-gal. cans, gal. **2.20**

In 5 Gal. Kits

Great Western 40-40-20

PASTE FORM No. 246

\$2 65
GAL.

Easily reduced. One gallon makes two of ordinary paint.
An economical way to buy paint. Wonderful results.

No. 247—5-gal. kits, gal. **\$2.65**

No. 247—1-gal. cans, gal. **2.75**

In 5 Gal. Kits

NEW! IMPROVED FORMULA!

Savakote

SUPREME WHITE

Already tremendously popular with 15,000 master painters, Savakote has now been actually improved following years of research by our Mr. A. M. Hughes. It is the most popular paint with painters who pride themselves in highest quality work, for it is supreme white, dries with a beautiful white tone, and the new formula gives it far more durability than white lead. Covering qualities are amazing! All we ask is that you try SAVAKOTE once.

TITANIUM OXIDE BASE

A. M. Hughes' special formula SAVAKOTE is an extra heavy, pure white, semi-paste paint. The base is pure Titanium Oxide and Zinc Oxide, rigorously ground in pure raw linseed oil. Our special new formula which makes, when reduced, a paint with actually twice the covering capacity of ordinary white lead.

Another remarkable achievement of the new formula is that Savakote is now absolutely non-poisonous, and resists all corrosive gases, alkali and chemical fumes, and holds its pure brilliant white color indefinitely.

GOES ON WHITE---STAYS WHITE

The special formula also assures sensational staying qualities, for Savakote goes on white and stays white. It is the most neutral of all pigments, and thus is almost universal in use. Can be easily mixed with turpentine, white lead, linseed oil or varnish, and its exceptional breaking-up qualities enable the painter to color it to any shade by using Great Western's colors in oil.

It is easily the most satisfactory one-coat white paint made, due to its exceptionally heavy body. However, when liberally reduced, one gallon of Savakote makes as high as 10 gallons of ordinary paint. Again we say—try it once—we guarantee Savakote to be absolutely practical for both inside and outside use.

No. 151—In 5-gal. Kits, per gallon..... \$3.25
No. 151—In 1-gal. Cans, per gallon..... 3.35



Supreme in
WHITENESS,
COVERING,
SPREADING,
DURABILITY.

3.25
In 5 Gallon Kits



BRITELITE LIQUID SAVAKOTE

Brite-Lite is "Savakote" reduced. It has all of the high quality pigments and contains the identical new Hughes special formula. Comes ready to spread and guaranteed fresh.

Brite-lite is the ideal paint for churches, schools and all white buildings, due to its tremendous covering power—(1 gallon covers 300 square feet, 2 coats). Made in white only, but can be easily tinted to any color. Remember, Brite-lite contains the original Savakote materials and special formula, but it comes to you ready-mixed.

No. 300—In 5-gal. kits, gal... \$2.35
No. 300—In 1-gal. cans, gal... 2.45

2³⁵
In 5 Gal. Kits

GOLDEN CROWN

White Lead & Zinc

FORMULA
GUARANTEED TO BE CORRECT

	Pigment	Liquid
Pure White Lead	80%	
Best Oxide of Zinc	20%	
Linseed Oil		
	100%	100%

Better Than Lead In Oil

Every practical painter has become educated to the fact that a combination of two or three pigments, consisting in the main of lead and zinc, is far superior to a paint made of any one pigment.

The only basis for argument lies in establishing just what is the proper percentage of each pigment that should be used in the formula. This question has been settled to the satisfaction of every unprejudiced painter by the tests conducted during the past five years by the United States Society for Chemical Research, and several other public institutions.

Pure Lead and Zinc

These tests, made in various climates, prove that a paint composed of the proper proportions of lead and zinc is the ideal paint and far surpasses any paint made of lead or zinc alone. Golden Crown is made entirely of pure lead and zinc.

Get The Facts

Golden Crown lead will not settle hard in the bottom of the container. It covers greater surface than other leads, and has greater hiding power. Will make more paint to the 100-lb. keg than other leads.

The Perfect Lead Paint

We believe that it is the aim and purpose of every reliable maker of paints to produce a paint that he believes to be the most perfect lead or paint. It is only by making such a satisfactory article that he can hope to build up a reputation for his products. There are many so-called "cheap" paints on the market, but when you buy Golden

Crown you get a paint which will give lasting satisfaction to your customers. They will come to you when it is time to repaint.

A Quality Paint

Golden Crown White Lead and Zinc is a high quality paint which is readily reduced by the addition of linseed oil.

Golden Crown Paste No. 152

The paste form is preferred by many painters. Golden Crown is the best white lead paste obtainable.

	500-lb.	Less	Lots	Quantity
In 100 -lb. steel kegs.....	\$11.00		\$11.50	
In 50 -lb. steel kegs.....	11.25		11.75	
In 25 -lb. steel kegs.....	11.25		11.75	
In 12½-lb. steel kegs.....	11.50		12.00	

Prices Subject to Market Change

Golden Crown Soft Paste No. 295

The initial softening or breaking up of lead in oil when you use Golden Crown Soft Paste, is eliminated. It comes to you all ready for the final thinning. A hundred pounds of it can actually be thinned into paint in six or seven minutes at the outside, a rate of one gallon of paint per minute.

	500-lb.	Less	Lots	Quantity
In 100 -lb. steel kegs.....	\$11.00		\$11.50	
In 50 -lb. steel kegs.....	11.25		11.75	
In 25 -lb. steel kegs.....	11.25		11.75	
In 12½-lb. steel kegs.....	11.50		12.00	

Prices Subject to Market Changes



★ White Star Super-Paint ★

Here is a new departure in outside white paints. Absolutely the last word in covering and spreading power. This is the most expensive paint we make when the price per gallon is considered, but the price is relatively low when you consider how far it will go. A perfect white paint. Made on a Titanium Oxide base. Whiter and more durable than lead paints. This formula has been tested exhaustively and we are now market-

ing it for the first time. If you want the whitest paint obtainable, use White Star. Flows freely and spreads easily. The natural, intense whiteness of this wonderful paint may be tinted any color. It requires a little more color to tint than white lead because of its greater whiteness.

No. 156—In 5-Gal. Cans, per gal..... \$2.65
No. 156—In 1-Gal. Cans, per gal..... 2.75

COLUMBIA PAINTERS' WHITE LEAD NO. 154

Here is a product from which you can produce paint to equal most brands sold from \$3.00 to \$3.50 per gallon. While it is not a strictly pure white lead and zinc, it has been found to give entire satisfaction. We recommend it for all but the very best work. Note our unusually low prices on this product.

Columbia Painter's White in Oil No. 154 Less quantity 500-lb. lots Per cwt.

In 100-lb. Kegs.....	\$9.00	\$9.50
In 50-lb. Kegs.....	9.25	9.75
In 25-lb. Kegs.....	9.25	9.75
In 12½-lb. Kegs.....	9.50	10.00

GREAT WESTERN FLATTING OIL NO. A51

Here is a wonderful flattening oil. A product which produces the desired results. Equal to any flattening oil on the market. John Neal of Stafford, Kansas, says it is the best he ever used.
1 Gallon Cans \$1.05
5 Gallon Kits, per gallon95

DUTCH BOY FLATTING OIL NO. 3730

1 Gallon Cans \$1.45
5 Gallon Kits, per gallon 1.35

(Courtesy Columbian Stock Farms)



Well-painted buildings make any farm worth more. Show the farmer where he is protecting a large investment, as well as beautifying and making his property more desirable, and he will buy paint from you.

HAWKEYE PAINTERS' WHITE IN OIL NO. 153

Some classes of trade demand a cheap product and for this kind of work we recommend our Hawkeye Lead. It is not a pure lead but a combination of pigments which produce good results on cheap jobs.

In 100-lb. Kegs, each.....	\$7.50
In 50-lb.-Kegs, each.....	3.90
In 25-lb. Kegs, each.....	2.00
In 12½-lb. Kegs, each.....	1.10

OIL CONTAINERS

We always charge for containers for linseed oil, carbola, etc. Do not ask us to furnish them free. These cans are sold to you at cost price and we cannot take them back.

Net Price Each
10-gallon Jacket cans..... \$0.95
5-gallon Jacket cans..... .55
3-gallon Jacket cans..... .50
2-gallon Jacket cans..... .40
1-gallon Jacket cans..... .30
1-gallon square cans..... .20
5-gallon Square Boxed Can, one to a case.. .75
5-gallon Square Boxed Can, two to a case.. 1.00

DEL MONTE SHINGLE STAIN

Made of Pure
Linseed Oil and
Creosote Oil

Chemically Pure Colors

DEL MONTE CREOSOTE SHINGLE STAIN

is one of our leading specialties. It is the result of 40 years of experience in the manufacture of paints and we absolutely guarantee it to be a perfect stain.

It is made of pure linseed oil and creosote oil.

The tinting colors are all chemically pure colors. Our stain will not fade, will not turn white after a rain; contains no gloss oil or mineral oil.

It is a waste of time and money to use a cheap rosin oil stain such as is generally sold.

CREOSOTE SHINGLE STAIN

Made in the following colors:

No. 201 Light Gray	No. 212 Bungalow Brown
No. 202 Red Oxide	
No. 203 Tobacco Brown	No. 213 Moss Green
No. 205 Grass Green	No. 214 Dark Green
No. 209 Maroon	No. 216 Slate

PRICE LIST

REDS, BROWNS AND GREENS

In bbls.	\$0.80
In 5 gal. cans .....	.90
In 1-gal. cans.....	1.00

GRAYS AND SPECIAL COLORS 20c MORE PER GALLON

All Prices in This Catalog are Net. No Discount Allowed.



Reds, Browns and Greens
Per Gal.
50-gal. Bbls. \$0.80
30-gal. Bbls.85
5-gal. Cans90
1-gal. Cans..... 1.00
Grays and Special Colors,
20c More per Gallon.



Neverleak

ASBESTOS ROOF COATING

I Great Western "Never-Leak" is not a roof paint—but more—it is a heavy grade of genuine asbestos roofing coating! Contains pure asbestos and waterproofing gums. But note our usual low direct selling prices are even lower than prices quoted by others on products of similar nature, but lower in quality. **I**

Fire-Proof • Weather-Proof • Rust-Proof • Acid-Proof

---And Easily Applied on Any Roofing Surface

THINKING painters everywhere can quickly visualize the great opportunities offered by this superior roofing coating, both as a volume seller and a profit maker. For farm buildings of all kinds as well as mills and elevators, store buildings, etc., provide a never failing market for this special product. And it runs into volume fast!

Never-Leak stops all leaks—no need to re-roof! Show your customers at every opportunity the tremendous advantages of re-coating their roofs with this genuine asbestos coating. As well as filling all cracks and nail holes

permanently, it is actually fire-resisting, rust-proof, acid-proof and sun-proof. Will not run in hot weather. Resists all acids and alkalis. Not recommended for shingle roofs. It lasts for years.

Roofing Brush
F R E E
One Neverleak roofing brush
positively free with each $\frac{1}{2}$ -barrel
or barrel order of Never-Leak
roof coating.

Never-Leak may be easily applied with a roofing brush in almost any type of roof construction, either steep or flat. For that reason we've concentrated all our production on this genuine superior roofing coating that satisfies all roofing needs. And our tremendous volume on this one line makes possible these low Great Western prices.

Never-Leak Liquid Roof Coating

(Apply with Brush)

50c

Gal. (Black)
in 50-Gal. Bbls.

	No. 3151	No. 3152	No. 3153
	Black	Red	Green
Barrels	\$0.50	\$1.30	\$1.40
$\frac{1}{2}$ -Barrels	.55	1.40	1.50
5-Gallons	.65	1.50	1.60
1-Gallon can	.75	1.60	1.70

Never-Leak Plastic Roof Cement

No. 3154 Black Only

(Apply with Trowel)

Barrels, per lb.....	\$0.05 $\frac{1}{2}$
$\frac{1}{2}$ -Barrels, per lb.....	.06
100-lb. Kegs, per lb....	.06 $\frac{1}{2}$
10-lb. Kegs, per lb....	.07

.05 $\frac{1}{2}$
Per lb. in barrels

SPECIAL ROOF PAINTS

MOSS GREEN ROOF PAINT

We have added a little to the price of this product and have made a great improvement in its formula. This is not a stain, but a high-grade paint made in our own factory. It is having great success where a roof paint is wanted. Produces a neat effect on roofs, especially when used on white buildings.

This paint will give a brighter and more solid color than shingle stain, and is valued on that account by many people. It has good covering capacity and will make the shingles last much longer than when left exposed to the elements.

\$1 20 in Bbls.	No. 267—Moss Green Roof Paint
	In bbls., per gallon \$1.20
	In 5-gal. cans, per gallon..... 1.30
	In 1-gal. cans, per gallon..... 1.40

METAL ROOF PAINT

BLACK ONLY

A durable and elastic paint. Dries in 24 to 36 hours. Brushes well, even in cold weather. Covers about 300 square feet on good metal roofs. Free from acids which are often present in cheap paints. A good paint for metal roofs, metal siding, gutters, galvanized iron, iron fences, grill work. A good paint for water tanks and windmills. Comes in black only.

Many factories and mills with metal roofs will be found to need lots of this paint. Here is a profitable field for you to sell this paint.

No. 8411—Black Metal Roof Paint

50-gal. bbls., per gallon	\$0.75
½-bbls., per gallon .....	.85
5-gallon steel kits .....	.95
1-gallon cans, per gallon	1.05

*Sold only by
Painters*

GREAT WESTERN
Arm-a-Floor
"The Magic Liquid Covering for Floors"

For Inside or Outside Use

Applied with a brush like common paint. Gives linoleum finish. Water, oil and grease proof. Gives super protection. Ideal for cement floors. Recommended highly for porches, bathrooms, basements, offices, hospitals, filling stations, kitchens, halls, garages, schools and factories. Made in three standard beautiful colors.

227 Medium Gray 228 Maroon
232 Olive Green

\$2 65
5-Gallon Kits

1 Gallon **\$2.75**

for
CEMENT
Mar-Proof
Scuff-Proof
Beautiful Finish

BATAVIA

INTERIOR FLOOR ENAMEL



For

Kitchens
Hall Stairs
Bed Rooms
Offices
Hospitals
Schools
Theatres
Hotels
Stores

THE LIQUID FLOOR COVERING

Here is a floor paint for inside use that is built to stand up under hard wear. It is a regular wear-resister against heel marks and scratches. It will withstand frequent washings and scrubbings, and give exceptionally long wear and faithful service.

A high-grade varnish is used as a base in this enamel and it is made thin in body to prevent rubbing up or showing heel marks.

It brushes out well and has great covering power. Dries quickly and with a brilliant gloss. Apply in the evening and it is ready to walk over the next morning.

Made in a number of attractive shades. This paint will protect soft wood floors and make them beautiful. Prevents splintering of soft floors which are subject to frequent washings. Durable and sanitary.

COLORS:

No. 175—Olive Drab
No. 177—Slate
No. 179—Yellow
No. 183—Light Drab

No. 176—Maroon
No. 178—Light Lead
No. 182—Dark Tan
No. 185—Tan

PRICES:

In 5-Gal. Kits, per gallon.....	\$1.90
In 1-Gal. Cans, per gallon.....	2.00
In Quarts, each .....	.55

BATAVIA PORCH FLOOR PAINT

This paint is given more hard use and abuse than any other. Our Porch Floor Paint is made to stand rough treatment. Waterproof and weatherproof.

Rain, snow, sleet or sun do not affect its film. It stands up under both the hard traffic and constant outdoor exposure. It will not dry as quickly as inside floor paint does, as it does not contain the same amount of drier. Made in the following colors:

No. 575—Olive Drab
No. 577—Slate
No. 579—Yellow
No. 583—Light Drab

No. 576—Maroon
No. 578—Light Lead
No. 582—Dark Tan
No. 585—Tan

PRICES:

In 1-Gallon Cans, per gallon.....	\$2.50
In Quart Cans, per quart.....	.70

GREAT WESTERN PRIMING OIL

No. A-65

This is a reinforcing oil composed of drier and oil in such proportions and so treated that when added to paint alone or in combination with linseed oil, it causes paint to set and harden faster and also helps to waterproof film. This is done in a different manner than when driers are added. There is no burning up action. Sufficiently light in color to use in light-colored paints.

Gallon	\$1.50
Quart .....	.50

GREAT WESTERN FLOOR SEAL

No. A-66

This water-resisting varnish-oil is fine for sealing wood floors. Brushed on like ordinary varnish. Penetrates the wood and makes it resistant to wear. Does not discolor the floor, nor collect or hold the dirt. Moisture resisting. It is designed to harden and seal wood floors rather than to produce a varnished finish. The varnish coating of floor seal soon wears off, but it leaves the floor hard and wear-resisting. Fine for gymnasiums, schools, stores, etc. Better than floor oils.

Gallon	\$1.50
Quart .....	.50



MANHATTAN BARN & ROOF PAINT

Manhattan Barn Paint was formulated with the idea in mind of making as good a barn paint as could be purchased anywhere. It was not made to meet a price. For that reason, painters who use it are enthusiastic in their praises of this product.

This paint will give the same satisfactory service on your barn that Golden West or Hughes Favorite Formula will give on your house. No higher grade can be produced. After a man spends thousands of dollars on barns and farm buildings, it is false economy to try to protect them with cheap paint.

Here is a superior paint for all farm purposes. Recommended for wood, metal or composition roofs. Works fine on galvanized roofs or metal siding. The principal pigment of our brown and red Manhattan is pure, imported Spanish Red Oxide of Iron. This is the best preservative pigment obtainable. It holds its color through years of exposure to the wind and weather. We use only the very best grades imported from Spain.

LIGHT RED OXIDE

140
in 5-GAL. kits

1 GAL. - \$1.50 GAL.
30 GAL. BBLS. 1.35 GAL.
50 GAL. BBLS. 1.30 GAL.

NET WHOLESALE DIRECT PRICES

	Barrel,	5-Gal. Kit,	1-Gal.,
	Per Gal.	Per Gal.	Per Gal.
192—Brown	\$1.25	\$1.40	\$1.50
160—Light Red Oxide	1.25	1.40	1.50
166—Dark Red	1.25	1.40	1.50
168—Light Gray	1.50	1.65	1.75
163—Light Yellow or Cream	1.50	1.65	1.75
164—Slate Color	1.50	1.65	1.75
161—Pure Graphite	1.50	1.65	1.75
165—Yellow Oxide	1.50	1.65	1.75
167—Green	1.75	1.90	2.00
169—White	1.75	1.90	2.00

Not put up in less than one-gallon cans.

PAINTS



and Winter

Graphite **BARN PAINT**

Graphite Iron-Clad Barn Paint stands unequalled at the price. It is a guaranteed barn paint, recommended by us as the biggest value in a low-priced barn paint on the market. Made fresh daily, and shipped direct from the factory to the painter.

This paint was built to meet every kind of competition and come up smiling. It is a big business builder and ranks high in quality. You can sell this paint to farmers and make a profit for yourself in the face of any mail-order competition on earth.

Made to stand the weather. Graphite Barn Paint goes on bright and stays bright. Will wear well and stand up under severe tests.

Graphite Barn Paint Prices

	Per Gal.
No. 260—Red Oxide	\$1.10
Barrels	.90
5 Gallons	.99
No. 266—Dark Red	1.10
Barrels	.90
5 Gallons	.99
No. 292—Brown	1.10
Barrels	.90
5 Gallons	.99
No. 268—Light Lead	1.20
Barrels	1.00
5 Gallons	1.10
No. 264—Slate	1.20
Barrels	1.00
5 Gallons	1.10
No. 267—Moss Green	1.40
Barrels	1.20
5 Gallons	1.30

99¢

IN 5 GAL. KITS

Painters recommend it highly for many classes of work. One painter wrote that he wasn't expecting anything half so good. He ordered it because his customer wanted a cheap job. It is a barn paint that you can depend upon to give good service. Better than most products now on the market.

We have been able to reduce the price considerably this year, due to our large volume production of this paint. This lower price is made at no expense to the quality, which is as good as ever. We are making this price reduction in order to enable you to meet any competition. It means more profits for you, as you can sell it for a price much lower than the retailer, and still make a handsome profit for yourself.

SEMI-PASTE BARN PAINT

This paint is ground in pure linseed oil, and is formulated from the purest mineral oxides. While we believe the liquid form the most satisfactory, this paint is made especially for those painters who like to handle their own reduction. It is a very high grade of goods. Can be reduced gallon for gallon. Warranted to give satisfaction when applied according to directions. Made only in red and brown, white, green, and gray.

	50 Gal. Bbls.	30 Gal. Bbls.	5 Gals. Per Gal.	1 Gal. \$1.50
No. X-87—Brown	\$1.25	\$1.30	\$1.40	1.50
No. X-89—Red	1.25	1.30	1.40	1.50
No. X-88—Green	1.75	1.80	1.90	2.00
No. X-86—Gray	1.75	1.80	1.90	2.00

Milk Can and Tub Enamel Farm Implement Paint

Well-painted and attractive Milk Cans, Ice Cream Tubbs, and similar containers, look clean and sanitary, and are a good advertisement for the owner. This enamel is especially adapted to that use. Very resistant to unfavorable weather conditions, salt water, and the many hazards to which such a paint is exposed.

This paint answers many purposes. It lengthens the life of the can, makes old and rusty cans look better than new, and gives an individual color which makes it easy to distinguish the cans of one company from the cans of some other company. The color you use also makes a good trade-mark.

This paint has a high gloss, dries quickly, and is not affected by water, salt or acid.

Price List

	1/2 BBL.	5 Gals.	1 Gal.
Blue, Lt. or Dk., per gal.	\$2.00	\$2.10	\$2.20
Green, Lt. or Dk., per gal.	1.75	1.85	1.95
Olive, per gal.	1.75	1.85	1.95
Red, per gal.	2.50	2.60	2.70
Yellow, Medium, per gal.	2.00	2.10	2.20
Yellow, Orange, per gal.	2.00	2.10	2.20
Maroon, per gal.	2.00	2.10	2.20

This paint is made for use on farm wagons, implements and tools, carts, mowing machines, combines, plows, and the many different machines which the farmer uses represent quite an outlay of money. If they are left to the prey of the elements, they soon rust out and must be replaced. No paint is cheaper than this Implement Paint because it saves so much more than it costs.

It is mixed with varnish and gives a finished appearance with one coat. Easily applied, and inexpensive as well as durable. Every farmer is a good prospect for this paint and should be a repeat prospect for you quite often.

Price List

	Gal.	Qts.	Pts.
No. 230—Black	\$2.00	\$0.60	\$0.40
No. 231—Green	2.00	.60	.40
No. 232—Yellow	2.25	.65	.40
No. 233—Dark Blue	2.25	.65	.40
No. 234—Carmine Red	2.75	.80	.45

ALL CATALOG PRICES NET — NO DISCOUNT

FARM SILO PAINTS

The following Great Western Paints are especially adapted for use on Farm Silos, where they will give the maximum resistance to the action of acids and gasses. Weather-resisting, they will last for years and give real service. You will find a variety of colors in this list, as well as a range of prices. The aluminum paint is fine for silos, where a real protective coating is desired. It makes a wonderful appearance,

too. The other paints are also fine for use on silos.

	Bbl.	5 Gal.
No. 260—Red Oxide	\$0.90	\$0.99
No. 261—Black	1.00	1.10
No. 292—Brown	.90	.99
No. 268—Light Gray	1.00	1.10
No. 264—Dark Gray or Slate	1.00	1.10
No. 174—Aluminum	3.05	3.15



INDUSTRIAL PAINTS



THIS year we are enlarging the Great Western line of industrial products to meet the requirements of painters who do industrial painting. Here is a field which more Kangaroos might profitably enter. Selling paint to industrial concerns and municipalities has many opportunities for larger profits than might be obtained otherwise.

No community is too small to have use for some of these products. Look around you and take note of the many places where you could sell and use these paints. I. W. Schnathorst has built up a good business selling and applying paint to public buildings and governmental works.

He is often called quite a ways from his home town to work on jobs which his estimates get

for him. He paints bridges, schoolhouses, etc., and is making good money doing it.

Not all of the products which may be used in industrial plants or in connection with governmental works are listed in this section. Your judgment as a painter will tell you when Neverleak or Hughes Favorite Formula or some other product should be specified. However, most of the products of a strictly industrial nature will be found under this listing.

You will find that industrial concerns are big users of paint. They have large investments in their factories and cannot afford to let them go unprotected from the elements and from the deteriorating effects of chemical fumes and gases. Great Western industrial paints are carefully formulated to give the maximum service and protection on each of the various types of work for which they were intended.



For Lighter Factories

MAZDA MILL WHITE

Recommended for all interiors, but especially for walls and ceilings where improved light conditions are required. Practically turns night into day. Fills the darkest of rooms with daylight. Promotes efficiency among employees of industrial concerns. Flows freely from the brush, covers well, and dries with a hard smooth finish. A great aid to sanitation and cleanliness. Fine for interiors of dairy barns. May be washed down repeatedly. We are adding the semi-gloss to this brand of paint this year. Your own good painting judgment will tell you which of the three varieties to use.

Mazda Flat White

Barrels, per gallon	\$1.80
5-gallon cans, per gallon	1.90
Gallons	2.00

Mazda Semi-Gloss White

Barrels, per gallon	\$2.55
5-gallon cans, per gallon	2.65
Gallons	2.75

Mazda Gloss White

Barrels, per gallon	\$2.55
5-gallon cans, per gallon	2.65
Gallons	2.75

LAUNDRY WHITE

Made especially to resist constant steam and dampness. Protects the surface to which it is applied, and gives lasting service. Makes dark interiors bright.
5 Gallons, per gallon

Gallons

\$1.75

1.85

BAKERY ENAMEL

A white enamel made especially to withstand the heat and fumes of the modern bakery. A dense, pure white enamel of good quality. Readily washable. Sanitary.
5 Gallons, per gallon

Gallons

\$3.00

3.10

GREAT WESTERN ALUMINUM PAINT

Different from ordinary paint. The base of aluminum is made by stamping pure aluminum into small flat flakes which, when mixed with the right oils and varnishes, leaf together and overlap one another to form a perfect protecting coat.

It is waterproof, non-rusting and durable. Extremely great hiding power. Often one coat will completely hide a black surface.

Interior Aluminum Paint No. 188

Fine for industrial use. Increases visibility throughout dark rooms. One coat will hide any color even black. No bleeding through of stains. May be washed down almost like tile.
5 gallons, per gallon
Gallons
Quarts
Pints

\$2.90

3.00

.90

.60

Exterior Aluminum Paint No. 174

An excellent protection for metal surfaces, such as tanks, structural steel, windmills, electric power stations, watertowers, etc. Makes an excellent priming coat for wood.

5 gallons, per gallon	\$3.15
Gallons	3.25
Quarts	1.00
Pints .....	.75

GREAT WESTERN COLD WATER FACTORY WHITE

Fire-resisting. Snow white. Comes in powder form ready to mix with water and apply. Very popular for painting factory interiors. High light reflection values. An economical interior finish for use where frequent washings are not necessary.
No. 7500—White, in bbls, per pound
\$0.05
No. 7500—White, in 100-lb. kegs, per lb.....
.06
No. 7500—White, in less amounts, per lb.....
.07

BOILER AND STACK PAINT

Boiler fronts and metal smoke stacks present a difficult problem for the painter. Ordinary paints will not stand the intense heat and the exposure to great variations in temperature to which they are subject on such work. To meet these conditions, we have made our Boiler and Stack paint. It is a quick-drying gloss black. It bakes on and is very durable.

No. 8411—Barrels, per gallon	\$0.75
No. 8411—5-gallon cans, per gallon .....	.95
No. 8411—1-gallon cans, per gallon	1.05

Blackboard Slating No. 197

No. 197

Guaranteed to produce satisfactory results on either wood or plaster.

Gallons	\$2.00
Quarts .....	.55
Pints .....	.35
½-Pints .....	.20

Hydrant and Lamppost Enamel

An enamel made to protect iron and steel surfaces, and to give sufficient visibility to be easily found in case of emergency. Orange and red are recommended for fire-plugs.

The red or the black are suitable for lamp posts. Made in three colors: Orange, Red and Black.
Per Gallon in barrels... \$2.55
Per Gallon in 5-gal kits. 2.65
Per Gallon in gallon cans 2.75

Park Bench Paint

This paint is rapid drying and may be used on either wooden or iron benches. Withstands extreme weather conditions. Very durable. Will not rub off on the clothing when dry. Made in Red, Black and Green.

In Barrels, per gallon ...	\$2.05
In 5-gal. Kits, per gallon ...	2.15
In gallons, per gallon....	2.25

Street Marking Paint

This paint is very tough and durable. It takes a good hold on the surface to which it is applied and dries rapidly enough to be run over in a few hours. It will stand wear and traffic, and remain visible for a long time.

5 Gal.	1 Gal.
No. 592—White, per gal.	\$1.55 \$1.65
No. X192—Orange, per gal.	1.75 1.85
No. X193—Black, per gal.	1.55 1.65

Meter and Pipe Enamel

A good enamel for use on metal surfaces. Primarily for interior use. Will not chip nor crack. Forms a smooth surface. Resists moisture. Made in red and black.

In barrels, per gallon	\$2.55
In 5-gallon kits, per gallon	2.65
In 1-gallon cans, per gallon	2.75

SASH BLACK

A linseed oil black paint made under our own special formula. Very durable. Not the ordinary gloss oil base sash black, but a very superior product.

No. X100—Gallons	\$2.00
No. X100—Quarts .....	.55

BOILER and FURNACE SETTING and PATCHING CEMENT

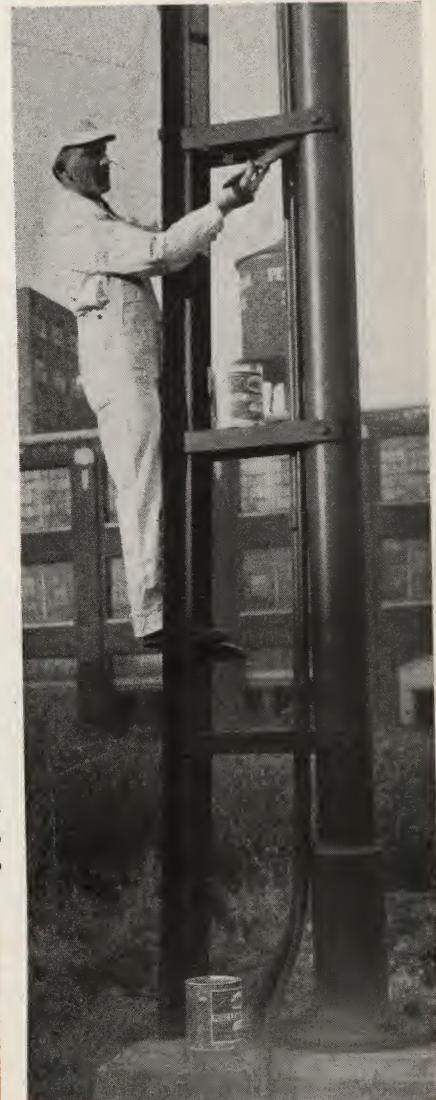
Just the product you need for setting and patching boilers and furnaces. Heat resisting. Easily applied.

100-lb. kegs, per lb.	\$0.07
10-lb. cans, per lb. ....	.08

Steam Radiator and Pipe Enamel

A heat-resisting enamel which aids radiation. Very durable.

	Gal.	Qts.
Gray	\$2.50	\$0.70
Red	2.50	.70
Aluminum	3.00	.80



GREAT WESTERN STUCCO PAINT

For Stucco, Cement, Concrete and Brick

This material is prepared to give satisfaction from a working as well as a protective standpoint to all concrete, brick, stucco and cement work. It renders the surface to which it is applied absolutely impervious to moisture and prevents dusting or crumbling, while affording a uniform and beautiful appearance.

WATER-PROOF

An exterior application of this material on walls, below grade, will prevent sub-surface water from striking in and protects the surface from discoloration. Wonderful working qualities combined with splendid spreading and hiding facilities are featured in it.

Made in Concrete White and a variety of attractive shades, or in sufficient quantities we will make any color to order. Has an average covering capacity of about 200 square feet, two coats, to the gallon. Concrete varies so much in texture, however, that an average estimate only is given. Comes in liquid form, ready for use, and is applied like any ordinary paint.

HAWKEYE HOUSE PAINT COLORS

White	Dark Brown	French Gray
Cinnamon Brown	Apple Green	Ivory
Terra Cotta	Pearl Gray	Sky Blue
Peach Blow	Slate	Light Lead
Maroon	Cream	Light Olive
Light Buff	Colonial Yellow	Shutter Green
Ordinary colors:		
\$2.40 per gallon in 5-gallon kits.		
\$2.50 per gallon in 1-gallon cans.		
\$2.35 per gallon in $\frac{1}{2}$ -barrels (30 gal.)		
\$2.30 per gallon in barrels (50 gal.)		

BONDEX

for Stucco and Cement The Newest Thing In Paint

If you have been wondering how you could make stucco homes like new again you will find in Bondex the answer to your needs.

Now, with this remarkable new product, you can paint any stucco, concrete, brick, sand-finished plaster, tile or masonry surface, and replace its weathered and stained appearance with any of the eight bright, clean colored finishes or white.

Bondex waterproof cement paint is a new achievement. It has unlimited possibilities, for there are innumerable houses and buildings which may be beautified easily, quickly and very economically with Bondex.

EIGHT COLORS

Bondex comes in eight popular tints and white. All the tints are finely milled. The cement colors which are used assure absolutely permanent effects.

100-lb. lots
White 13½¢ per lb.
Tints, Except No.
7257 14½¢ per lb.
No. 7257 17½¢ per lb.
(Less quantity, 2¢ per lb. additional.)

Two coats should be applied.

BONDEX COLORS

7250—White
7251—Cream
7253—Buff
7254—Gray
7257—Green
7258—Red
7259—Silver Gray
7262—Blue
7266—Brown

ELDORADO BLACK PAINT

No. 8411

An Elastic Service Paint for Industrial and Home Use

Dries in 24 to 36 hours. Covers and brushes well even in cold weather. Free from injurious acids and chemicals. Fine for iron pipe or storage tanks, iron fences, grill work, posts. Good for waterproofing concrete or brick underground foundation walls. Makes a good preservative coating for timbers, both exposed and underground. A protector for metal siding, gutters and galvanized iron.

50-gallon barrels, per gallon	\$0.75
$\frac{1}{2}$ -barrels, per gallon	.85
5-gallon steel kits, per gallon	.95
1-gallon, per gallon	1.05

GREAT WESTERN SURFACER

A Wonder Paint---For Priming Galvanized Iron, Metal, Glass or Any Hard Surface to Paint

Great Western Surfacer is an elastic priming and undercoating material for use on wood, metal, plaster, galvanized iron, glass or any other hard-to-paint surface.

It prevents checking, alligatoring or peeling of paints, varnishes, enamels, etc.

Great Western Surfacer lends elasticity to the following coat of material applied over it. It can be added to and will increase the elasticity of any paint, varnish, enamel or flat wall paint, for either inside or outside use. When everything else has failed, try GREAT WESTERN SURFACER.

It is the cheapest and only insurance possible to secure for a guarantee of good results always.

No. 3553—1 gallon, per gallon	\$1.85
No. 3553—5 gallons, per gallon	1.75



Manhattan White Priming Paint
No. 159

Many painters prefer to mix their own priming coat and we have placed this article on the market to meet the demand. This paint is in paste form, almost as heavy in body as white lead, and one gallon of oil is required for thinning one gallon of White Priming Paint to the proper consistency for painting.

Priming Paint is composed of lead, zinc, silica and linseed oil, and when thinned down makes a very satisfactory as well as economical primer. Put up only in one gallon cans.

Per gallon \$2.00

Example

1 gallon White Priming Paint.....\$2.00
1 gallon Linseed Oil, about.....1.50

Makes 2 gallons of paint.....\$3.50
Or \$1.75 net per gallon.



Manhattan Structural Steel Paint

This paint is manufactured especially for painting structural steel buildings, bridges and other classes of steel work. It is a high-grade paint composed of durable materials and will give absolute protection to metal surfaces.

The cost of repainting such steel surfaces and especially steel bridges is so great that you cannot afford to use anything but the highest quality. Manhattan is moisture-proof and thus keeps the iron, which it protects from rusting.

	Bbls.	5-Gal.	Gal.
No. 171—Red Lead, per gal.....	\$2.85	\$2.95	\$3.05
No. X10—Blue Lead, per gal.....	2.80	2.90	3.90
No. 161—Graphite, per gal.	1.40	1.50	1.60
No. 174—Aluminum, per gal.....	3.05	3.15	3.25
No. 160—Red Oxide, per gal.....	1.25	1.35	1.45
No. 170—Bronze Green	1.50	1.60	1.70

Commercial Truck Paint

Trucks and business vehicles are subject to rough usage. The original finish on the bodies becomes scratched and marred, and while the owner would like to have them refinished, he does not wish to go to the expense of a regular auto paint job. This Commercial Truck Paint fills his needs. It is easily applied, gives a brilliant finish and makes the truck look bright and neat. It is durable and tough. Does not chip nor crack from vibration. Weather resisting.

	1-Gal.	Quart	Pint
Black	\$2.00	\$0.60	\$0.40
Green	2.00	.60	.40
Yellow	2.25	.65	.40
Dark Blue	2.25	.65	.40
Carmine Red	2.75	.80	.45

Engine Enamel

For turbines, stationary engines, and other machinery which is protected from the weather. Not for exterior use. It gives a glossy finish which makes for neatness and efficiency. Made in gray, black and maroon.

In 1-gallon cans	\$2.00
In quarts .....	.55

Manhattan Mill and Elevator Paint

Made for wood, iron or brick. Especially adapted to mills and elevators, freight cars, depots, watchmen's towers, factories, warehouses, etc. A durable paint which will withstand hot gasses and fumes from railroads and industrial plants.

	Bbl.	5-Gal.	1-Gal.
No. 160—Red Oxide	\$1.30	\$1.40	\$1.50
No. 192—Brown	1.30	1.40	1.50
No. 168—Light Lead	1.55	1.65	1.75
No. 164—Slate	1.55	1.65	1.75
No. 161—Graphite.....	1.55	1.65	1.75
No. 165—Yellow	1.55	1.65	1.75
No. 167—Green	1.80	1.90	2.00

Tinners' Red Paint

For painting guttering, eaves, troughs and other tin work. Economical and has great hiding power. Made in red only. Very durable and weather resisting.

Red, in gallon cans, per gallon.....	\$1.25
Red, in 5-gallon kits, per gallon	1.15



FLAT WALL PAINT

Especially designed for interior finish on plaster, wood, metal, or can be used over kalsomine, wall paper, burlap, beaver board, etc. Produces a flat, soft, satin-like finish that cannot be obtained by the use of the regular oil or varnish paint and very different from any effect that can be secured with white lead or zinc flattened with turpentine.
 —for the final touch in finishing the finest residences
 —for the soft, harmonious combinations of colors demanded by hospitals
 —for the delicate beauty so essential to successful church decorating
 —for a good, common sense finish wherever the use of flat paint is practical—use our

DE LUXE FLAT WALL PAINT

Covers Better, Spreads Farther, Wears Longer Than Any Other Flat Paint Sold

	Price List	Per Gal.
In 5-gal. cans, per gal...	\$1.75	\$1.75
In 1-gal. cans, per gal.....	1.85	1.85
In 1/4-gal. cans, per gal.....	2.00	2.00

Directions for Use

Remove all loose plaster, dust, dirt, or old kalsomine. Fill cracks and holes with plaster paris, sandpaper smooth and coat repaired surface with our prepared Wall Size.

For first coat: Thin Flat Wall Finish with boiled linseed oil, one-fourth gallon to every gallon of paint. On very porous new walls increase amount of oil to one-half gallon to satisfy absorption.

For finishing coat: Use our Flat Wall Finish as it comes in the can. While heavy in consistency, it works very easily under the brush and gives best results for finishing coat when not re-dusted. When absolutely necessary, however, the paint may be thinned with Spread-ezy Oil; see page 33.

Covering Capacity

One gallon of our Flat Wall Finish, when used according to directions will, on any ordinary surface, cover between 350 and 400 square feet, two coats.

Made in sixteen colors and white.

- No. 350—White
- No. 351—Cream
- No. 352—Light Yellow
- No. 353—Light Buff
- No. 354—Buff
- No. 355—Light Tan
- No. 356—Medium Brown
- No. 357—Seal Brown
- No. 359—Pearl Gray
- No. 360—Pale Green
- No. 361—Apple Green
- No. 363—Old Rose
- No. 364—Azure Blue
- No. 367—Ivory
- No. 369—Dove Gray
- No. 371—Sky Blue
- No. 372—Light Ivory

Ask for color cards.

EASY
TO
CLEAN

ARTISTIC
SANITARY
WASHABLE
DURABLE

175
PER GALLON
IN 5 GAL. KITS

Gallons, each	\$1.85
Quarts, each .....	.50
30-Gal. Bbls., per gal.....	1.70
50-Gal. Bbls., per gal.....	1.65





DE-LUXE SEMI-LUSTRE WALL PAINT

This paint is similar to our famous Flat Wall paint, but is made in the semi-gloss. For many purposes this is better than the flat wall. It is especially desirable for the walls of schools, hospitals, public buildings, storerooms, etc. It is used by many painters for painting walls of kitchens and bathrooms.

It spreads beautifully, easily and without leaving brush marks. Gives a beautiful deep, lustre finish. Dries to a very tough, hard surface.

BRIGHT, CHEERFUL, PORCELAIN-LIKE SURFACE

The semi-gloss finish offers no lodging place for dirt. Dirt rolls off it like water from a duck's back. Its satin-like surface has no pores for dirt to get into and it is so durable that repeated washings can't injure the surface.

This means that you can have an immaculate kitchen, a spotless bathroom, and woodwork at home

FOR
SCHOOLS, HOSPITALS,
KITCHENS,
BATHROOMS, DAIRIES

or any other place, which is easy to keep clean and attractive without the labor of hard scrubbing and the expense of frequent repainting. White or tinted as desired. Same shades as the Flat Wall paint. Specify numbers.

559—Pearl Gray
560—Pale Green
561—Apple Green
563—Old Rose
564—Azure Blue
572—Light Ivory
567—Ivory
569—Dove Gray
571—Sky Blue

PRICES

In 5 gallons, per gallon	\$2.15
Gallons .....	.225
Quarts .....	.60
Barrels, per gallon	1.95

TUXEDO ENAMEL PAINT

This enamel is made of the best French Zinc Oxide, lithopone, and good white enamel varnish. It is a beautiful snow white and will not turn yellow. It can be rubbed into an eggshell gloss if desired. Dries quickly, but is easily flowed on and will not show laps or brush marks. For inside or outside use. Made in the following colors:

- No. 650—White
- No. 651—Cream
- No. 652—Light Yellow
- No. 653—Light Buff
- No. 654—Buff
- No. 655—Light Tan
- No. 656—Medium Brown
- No. 657—Seal Brown
- No. 659—Pearl Gray

- No. 660—Pale Green
- No. 661—Apple Green
- No. 662—Old Rose
- No. 664—Azure Blue
- No. 667—Ivory
- No. 669—Dove Gray
- No. 671—Sky Blue
- No. 672—Light Ivory

PRICES

Gallons	\$3.00
Quarts .....	.85
Pints .....	.55

Tuxedo White Enamel Undercoat No. 250

Superior to lead and oil as an undercoat because it holds out the whiteness of the enamel better, is more easily applied and does not streak. May be applied to new work or over old surfaces. Per gallon

TWO FINE ENAMELS

Both of the enamels listed below are high quality products. They are carefully compounded in our factories and come to you fresh, ready for use. You will find that they will give satisfaction in every respect.

Hughes' Supreme Quality Enamel

This is absolutely the finest quality enamel that can be produced from white zinc and treated linseed oil. It is equal in value to any brand on the market. It works easier, goes farther, and costs less per square yard than most other enamels. Will not curtain nor sag when flowed on heavy. It is specially made so that it will not discolor nor turn yellow. Can be used either inside or outside and is our best general purpose enamel.

Stands innumerable washings. Works easily and does not show streaks. Your customers will be pleased with its high gloss. This is a piece of goods which carries our unqualified guarantee of satisfaction. It pays to use a good brand of enamel, for it assures your getting a good job with no risk of failures.

Made in the following tints:

No. 253—Gloss White	No. 293—Gloss Ivory
No. 254—Eggshell White	No. 294—Eggshell Ivory
Price per gallon	\$5.50
Price per quart	1.50

Batavia White Enamel

Here is a remarkable piece of goods. Superior in whiteness and working qualities. This is a high-grade, long oil enamel which dries quickly and with a high gloss. Brilliantly white and stays white. Can be used either on inside or outside work with equal satisfaction. Will not sag nor curtain, and flows together perfectly, covering all brush marks. May be readily washed. This is a fine enamel for bathrooms, furniture, woodwork, and all work on wood or metal. May be used on plaster walls if desired. Very low in price considering the high quality.

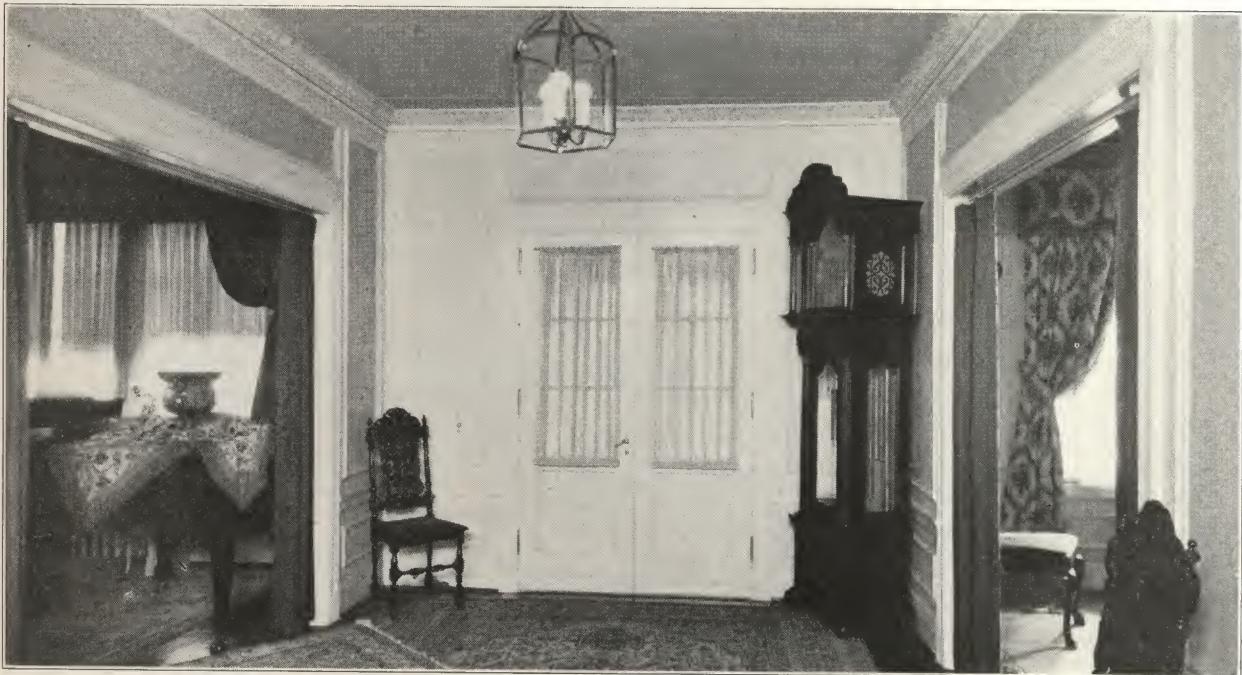
Dries dust free over night and will not crack nor peel. We recommend this enamel as one of the best on the market. You can use it on the very best classes of work and always be sure of a good looking and lasting job. Made in white only.

No. 255—Batavia White Enamel	
Price per gallon	\$4.50
Price per quart .....	.120

Hughes' Supreme Quality Enamel Undercoat

This is a heavy body, easy working, light-proof undercoat which works easily under the brush—levels off perfectly—and will not curtain nor sag when flowed on. Should be allowed to stand 24 hours and sanded between coats. Two coats should be sufficient to properly hide the grain. Then flow on one coat of

Hughes Supreme Quality Enamel or Batavia White Enamel. Where four coats are deemed necessary, the third coat should be a mixture of half undercoat and half enamel. Then final coat, enamel.
No. 252—Per gallon \$3.35
No. 252—Per quart95



Woodwork is made beautiful with the use of either of the above enamels. Their brilliant gloss makes interiors bright and cheerful even on dark days.



Nurseries such as this, finished in DeLuxe Semi-Lustre, with woodwork and furniture finished in the bright colors of Hughes-Lac 4-Hour Enamel, make cheerful playrooms for the children.

HUGHES-LAC 4-HOUR COLORED ENAMEL

Here is a product which is rapidly replacing lacquer for many painting purposes. You can apply one coat of this enamel in the morning and it is dry by afternoon. Another coat may be applied the same day if necessary. As many as three coats have been successfully applied in a single day in cases which required great speed. This, of course, was under normal drying conditions of 70° or warmer.

This enamel brushes easily without drag or pull. Flows together without leaving brush marks. One of the desirable features of this enamel is the fact that you do not have to rush the application because while Hughes-Lac dries in four hours, it sets rather slowly during the first 20 or 30 minutes, and large as well as small, hard-to-paint surfaces can be carefully coated and the enamel properly brushed out before it actually begins to dry. This enables you to work leisurely enough to do your best and be sure of getting a satisfactory finish.

AN ALL-PURPOSE ENAMEL

This enamel is intended for the finishing and refinishing of floors, woodwork, furniture, cabinets, imitation tile such as may be found in many bathrooms, porch furniture, cupboards, and other places where a durable, economical and beautifully colored finish is wanted. It is very tough and hard to wear out and when used on floors it makes an attractive surface which will stand an unusual amount of heavy foot traffic and hard wear. It is completely water-proof and provides an ideal surface for interior finishes which come in contact with either hot or cold water or both.

ECONOMICAL

The price is extremely low considering the quality and covering power. One gallon will cover about 600 square feet, one coat. It covers very solidly and in many cases but two coats are needed. This product is of the varnish-enamel type and does not have an offensive odor. No special thinner required. Simply thin with turpentine if thinning becomes necessary. Does not loosen or lift the old finish, and can therefore be applied over the old finish without applying any special primers or undercoats.

Any of the colors may be lightened by the addition of white. They are readily intermixable to form special shades.

- No. 320—White
- No. 321—Ivory
- No. 322—Chinese Blue
- No. 323—Pearl Gray
- No. 324—Coral Pink
- No. 325—Beige
- No. 326—Jade Green
- No. 327—Cafe-au-Lait
- No. 328—Chinese Red
- No. 329—Light Blue
- No. 330—Rich Blue
- No. 331—Sage Green
- No. 332—Emerald Green

**3²⁵
GAL.**

PRICES:

Gallon	\$3.25
Quart .....	.95
Pint .....	.50

LACQUERS

Great Western Household Lacquer Applies with a Brush and Dries in 30 Minutes

For Furniture, Wood-work, Floors, Tables, Breakfast Room Sets, Porch Furniture and all decorating purposes.

Lacquers have come into quite some prominence in recent years as the most beautiful and durable finish for automobiles.

These Lacquers, owing to their extremely quick drying properties, cannot be applied with a brush but must be sprayed on.

Now we have perfected these same Lacquers so that they can be brushed on, thus making them available for home use.

Great Western Lacquer is especially recommended for use on floors, tables, chairs, woodwork, beds, shelves, porch furniture or any other surface where a beautiful, hard-to-wear-out finish is wanted. It may be used on both new work and over old surfaces which have been previously painted, varnished or enameled.

Great Western Lacquer flows out easily and covers perfectly solid two coats being sufficient to produce

on any surface the very finest type of finish.

You can now redecorate your woodwork and hang curtains in less than thirty minutes, or you can lacquer a chair and use it in a half hour. It puts a new joy in decorating bric-a-brac about the house.

Great Western Lacquer has three main points of superiority over ordinary household finishes.

1st Great Western Lacquer dries over five times as quickly. It dries out of touch in five minutes and hard, ready for use in thirty minutes.

2nd Great Western Lacquer dries to a soft, satiny sheen, more beautifully than any previous household paint or enamel.

3rd Great Western Lacquer is more durable than paint, varnish or enamel, strong soaps or hot water not affecting it in the least.

Made in the following Shades

3002—Clear	3012—Burnt Orange
3021—Black	3004—Lemon Yellow
3007—White	3013—Mandarin Red
3028—Light Oak	3005—Veranda Green
3029—Dark Oak	3008—Pale Green
3030—Mahogany	3010—Jade Green
3031—Walnut	3006—Rich Blue
3022—Colonial Ivory	3009—Sky Blue
3017—Jersey Cream	3018—Russet Tan
3024—Quaker Gray	3014—Coral Pink
3023—Dark Gray	3015—Carmine
Gallon	3016—Lavender
Quarts	
Pints	
½ Pints	
¼ Pints	

\$3.95
1.10
.60
.35
.20

Great Western Lacquer THINNER

No. 3003

A solvent made especially for use with Great Western Lacquer Enamel and Great Western Lacquer. Use it for reducing and for cleaning brushes, etc. Do not use any other Thinner with Great Western Lacquer except Great Western Lacquer Thinner.

Gallons	\$3.40
Quarts	.95
Pints	.55
½-Pints	.30
¼-Pints	.20

Great Western White Lacquer Enamel At Last—A Practical Brushing Lacquer Enamel

No. 3026

Great Western Lacquer Enamel is a high quality pyroxylin enamel whose drying time has been slowed down sufficiently to make it easy to apply with a brush. This Lacquer Enamel not only differs from ordinary Enamels in its basic materials, but also in speed of application, beauty and durability. It is the fastest drying, most attractive and longest wearing material you can purchase. It is preferred by Master Painters because it saves time on the job as it dries dust-free in a few minutes, and hard in thirty to forty minutes, and can be recoated in from one to two hours' time.

Great Western Lacquer Enamel takes a beautiful polish if desired, and is hard to scratch or mar; does not chip readily and never gets tacky or prints. Its smooth finish is attractive to the eye and pleasant to the touch.

Great Western Lacquer Enamel is waterproof—a decided advantage over ordinary finishes. Also, it is not affected by hot or cold water. It will not print even under hot dishes.

Great Western Lacquer Enamel can be applied over any kind of surface if it is clean,—wood, metal or composition. It is especially desirable for walls and woodwork in kitchens and bathrooms where a durable, easily washed finish is desired. Can be tinted to any desired shade with Pure Colors in Oil.

Gallons	Quarts	Pints	½ Pints	¼ Pints
\$3.95	\$1.10	\$0.60	\$0.35	\$0.20

Great Western Floor and Trim Lacquer

No. 3025

Great Western Floor and Trim Lacquer is water white in color, has a good brushing body, and will produce a much lighter colored floor than either shellac or varnish. At the same time it gives you a hard, tough, wear-proof waterproof finish of exceptional durability. Comes ready to apply without any thinning. When necessary to be thinned, use Great Western Lacquer Thinner only. Great Western Floor and Trim Lacquer is so far superior to shellac as a floor finish that it is taking the place of shellac wherever Floor Finishers have tried it out. One of the big advantages of Floor and Trim Lacquer is the speed with which floors can be finished, a big item of cost as well as making it possible to use the floors days sooner than with the old methods of finishing. It has every good quality needed to give you an excellent, durable, hard-wearing surface for floors.

Gallons	\$3.40
Quarts	.95
Pints	.55
½-Pints	.30
¼-Pints	.20

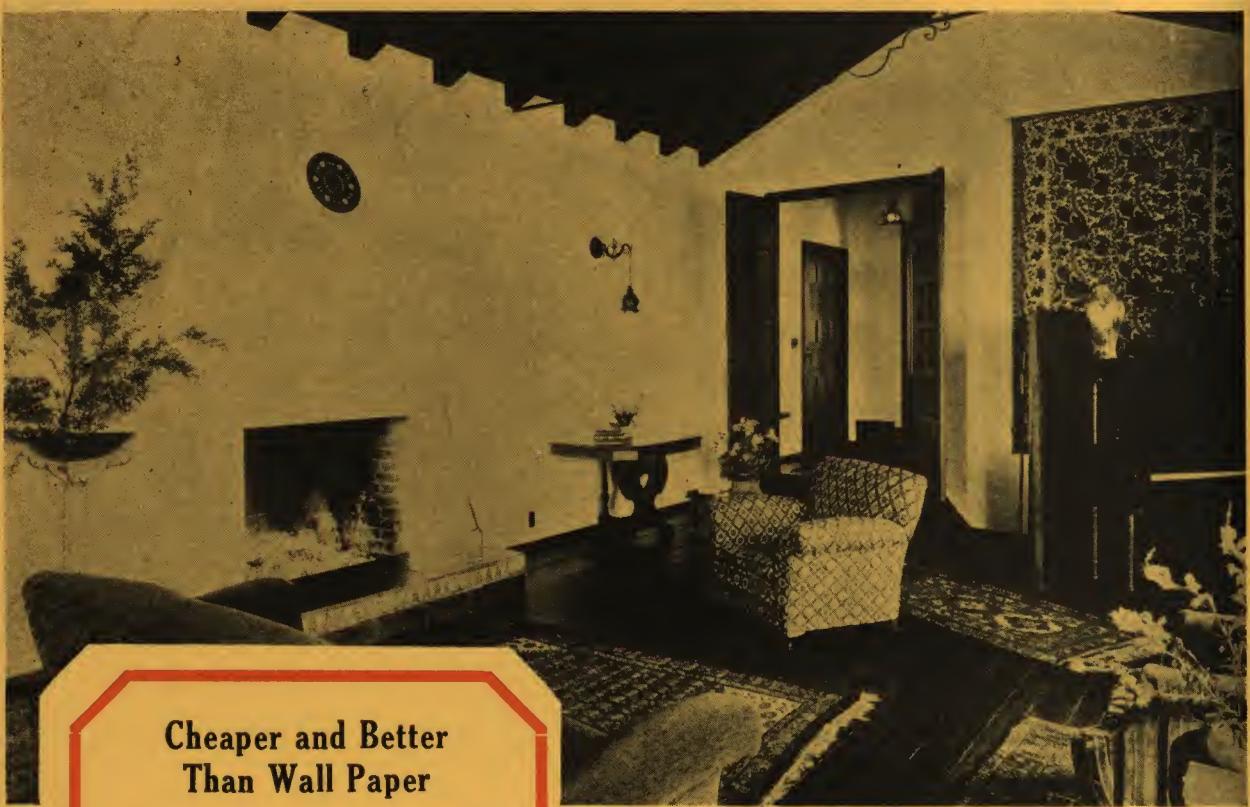
Great Western Lacquer UNDERCOAT

No. 3040

A special filler designed to deposit the heaviest possible priming coat on soft woods or on rough or porous surfaces. Allow twenty-four hours for drying. Then rub with 00 Sand Paper, slightly wet with Naphtha, to obtain a smooth finish for applying top coats of Great Western Lacquer Enamel. Comes in white only. Can be tinted to any desired shade with Pure Colors in Oil. When necessary to reduce, thin with Great Western Lacquer Thinner only.

Note: One coat of Great Western Lacquer Undercoat and two coats of Great Western White Lacquer Enamel will give you an exceptionally fine three-coat job.

Gallons	\$3.40
Quarts	.95
Pints	.55
½-Pints	.30
¼-Pints	.20



Cheaper and Better Than Wall Paper

A dollar or two and a few hours time will make the walls of any home clean and beautiful with this cold water Kalsomine. It is manufactured in white and fourteen beautiful tints that are all intermixable so that any desired shade may be obtained.

This Kalsomine should be mixed in the proportions of three pints of water to five pounds of the dry powder. Full instructions are plainly printed on each container as well as on our special kalsomine color cards, which we will gladly furnish free.

COLORS

7500—White	7508—Nile Green
7501—Light Ivory	No. 18
No. 11	7509—Pea Green
7502—Cream No. 12	No. 19
7503—Rose Pink	7510—Light Gray
No. 13	No. 20
7504—Yellow No. 14	7511—Buff No. 21
7505—Brown No. 15	7512—Old Rose
7506—Sky Blue	No. 22
No. 16	7513—Dark Buff
7507—Robin Blue	No. 23
No. 17	7514—Ivory No. 24

PRICES

Tints, in 5-lb. pkgs., each	\$0.40
White, in 5-lb. pkgs., each . . . . .	.35
White only, in 100-lb. kegs, lb . . . . .	.06
White only, in 350-lb. bbls., lb . . . . .	.05

GREAT WESTERN COLD WATER **KALSOMINE**

This Kalsomine is adaptable to the individual decorative requirements of any class of building, and harmonizes perfectly with any style of furnishing. It is used to decorate the finest mansions, yet spells true economy in the humble cottage.

IDEAL INTERIOR WALL COATING

It is the ideal product to use for all kinds of interior decoration, especially for the home, office, church, school, theatre, hotel, public building, etc. It is specified by prominent architects and used exclusively by the best painters and decorators.

SOFT AND VELVETY IN EFFECT

No wonder these mellow toned Kalsomine Tints are so much in demand when you consider the beautiful effect they give at such a low cost. A 5-lb. package, when mixed, will cover from 300 to 450 square feet, according to the surface.

DRY POWDER FORM—MIX WITH COLD WATER

Great Western Kalsomine is manufactured in dry powder form and put up in attractive 5-lb. packages (20 to the case), also in paper-lined 100-lb. kegs and barrels. It is ready for immediate use when mixed with cold or hot water and dries out in perfect uniform evenness with a delicate flat water-cooled effect.

EASY TO PUT ON

The ease and unusually low cost with which you can brighten up the walls and ceilings of any room is making our Cold Water Tints more popular every day. There is nothing difficult about it. Anyone who can handle a brush can put on our Kalsomine successfully.

GREAT WESTERN Plastic Paint

For Bungalows, Large or Small Houses,
Theatres, Display Rooms or
Wherever Beautiful Walls Are Wanted

READY-MIXED

GREAT Western Plastic Paint is a leader among master painters because of its universal and flexible usage for all modern decorative effects. Its easy spreading and working qualities make it the practical texture for bungalow walls, apartment and hotel corridors, and the very finest jobs. (Note modernistic effects illustrated below, easily reproduced by any painter).

Now---Any Painter Can Reproduce Old World Textures---At Low Cost

The vogue of reproducing the textured wall interior effects of Old World significance, centuries old, has opened a tremendously profitable field for painters and decorators. This plastic paint for universal use, ready-mixed, can be applied by any painter. With little effort, the classic interiors of Old England, France, Spain, Italy and the popular Travertine can be readily reproduced. A wealth of designs can be secured with such simple tools as the brush, wall-paper roller, sponge, cloth, paper or trowel.

Unlike most plastic paints, Great Western plastic does not require experience in mixing. Comes ready-mixed. No preparation is required. Thin with water if desired. Sticks to all surfaces, painted or unpainted, and will not burn the hands or wood finishes.

Save Working Time---Make More Money!

Great Western Plastic Paint makes you extra profits because you cut the corners on labor costs. First, it requires no mixing. Second, no sizing coat is necessary. Third, dries quickly, permitting rub-down in about 3 hours. Fourth, finished surface needs no sanding or glazing.

These superior qualities cut your labor costs four ways. And you profit, too, from the great demand for this type of painting, universally popular.

2¹⁰
Gal.
In 5-Gal. Kits
\$2.25 In 1 Gallon



COMPLETE DIRECTIONS

EASY to brush and manipulate for every desired texture or effect. Even artistic stencil effects can be produced at low cost. Bold relief, embossed or raised stencil designs can be quickly achieved by applying our plastic paint to any thickness desired right over the stencil, using a brush. Can be tinted to any color with dry or oil colors.

Smoothing is accomplished within three hours after applying. Allow the plastic paint to set thoroughly hard, then run with a wood block or float, keeping it worked and rubbing with a circular motion until the desired flat areas are obtained. Allow this coat to dry thoroughly (usually about 12 hours). Complete directions are given on each can.

Great Western Plastic Paint No. 3800

In 5-gallon Kits, per gallon.... \$2.10

In 1-gallon Cans, per gallon.... 2.25



Here are some of the more popular textured effects which are being used in the highest quality jobs, hotels, theatres, modern homes, etc. And you can reproduce every one of them yourself with little effort and low cost!

Great Western Supreme Quality Varnishes

Direct from Factory to Painter

These Varnishes Are Made From Formulas Perfected by Our A. M. Hughes. We Cannot Recommend Them Too Highly.

Read This

We absolutely guarantee these Varnishes to be as good as can be manufactured. You must have satisfaction from their use or we will gladly refund your money.

GREAT WESTERN PAINT MANUFACTURING CO.

Hughes Spar

The Practical Painters' Varnish

No. A27

VARNISH For Interior and Exterior Use

The Universal Painters' Varnish

Hughes Spar is a general purpose varnish for all exterior or interior work. It is our All-Purpose Varnish because it will give excellent results anywhere. For woodwork, staircases, tables, chairs, furniture, porch ceilings or wherever varnish is needed. One gallon will cover about 500 sq. ft. of surface one coat.

Excellent Body—Quick Dryer

Hughes Spar imparts a high, glossy finish—is tough and elastic so that heat or cold does not affect it and is not easily scratched or marred. It has a good body, will dry free from dust in three to four hours and can be rubbed in eighteen hours.

\$3.15 a Gallon in 5-Gallon Cans

One-Gallon Cans	\$3.25	Pints	\$0.50
Quarts	.90	Half-Pints	.30



Hughes Supreme Quality

FLORVAR

Waterproof—Marproof

No. A24

This varnish is the equal of any on the market regardless of price. It is the most elastic, longest wearing Floor Varnish made and carries our strongest guarantee. It is pale, heavy, works easy, dries quickly and will not mar, white or waterspot. Dries out of dust in two hours, to recoat overnight. It is unquestionably the highest grade floor varnish that can be obtained.

Fives, per gallon	\$2.90
Ones, per gallon	3.00
Quarts, per can	.85



Hughes Supreme Quality

INTERIOR FINISHING

No. A33

A companion and similar to Florvar, although not quite so elastic, for upright trim on fine work. Dries out of dust in four hours, to recoat in 24 hours, to rub in 48 hours and polish next day. Unexcelled in quality.

Fives, per gallon	\$2.90
Ones, per gallon	3.00
Quarts, per can	.85

Hughes Supreme Quality

FLATVAR

No. 3630

A very pale varnish that reproduces a perfect rubbed effect. The surface must be built up with gloss varnish, then flow on a coat of Flat Varnish. Smooth it off lightly and leave it alone. When dry, go over the surface with waste to knock off the sharp dust points. A little linseed oil on the waste would enhance the effect.

Fives, per gallon	\$2.90
Ones, per gallon	3.00
Quarts, per can	.85

Great Western Paint Mfg. Co.

Golden West VARNISHES

The Golden West Varnishes are all high grade products. You can depend upon them to give the good service for which Great Western paints and varnishes are famed. They are compounded in our factories and carry our full guarantee.

Occidental Spar

A durable, wear-resisting varnish for outside work. Made of tested weather-resisting materials. It is not injured by long exposure to either fresh or salt water. Has a smooth body and dries with a beautiful finish. This varnish is fine for porch floors, porch furniture, boats, and all exterior surfaces where a good varnish is desired.

No. A37—Gallon	\$2.75
No. A37—Quart .....	.80
No. A37—Pint .....	.45

NO. 1 FURNITURE

No. A23—Gallon	\$1.35
No. A23—Quart .....	.45
No. A23—Pint .....	.30



T JAPAN DRYER

No. A43—Gallon	\$1.15
No. A43—Quart .....	.35
No. A43—Pint .....	.20



B JAPAN DRYER

No. A10—Gallon	\$1.10
No. A10—Quart .....	.35
No. A10—Pint .....	.20

Interior Spar

A full-bodied, easy flowing, elastic and durable varnish for interior work. Dries over night with a rich lustre and can be rubbed in 48 hours. Uniform working qualities. The ideal varnish for bathrooms, schools, stores, churches, homes, etc. Makes an excellent size.

No. A31—Gallon	\$1.80
No. A31—Quart .....	.55
No. A31—Pint .....	.35

De Luxe Hard Oil Finish

An extra good grade of hard oil to be applied on new work or on furniture, store fixtures, etc. Dries quickly and with a good gloss.

No. A17—Gallon	\$1.70
No. A17—Quart .....	.55
No. A17—Pint .....	.35

GREAT WESTERN LIQUID WOOD FILLER

No. A25—Gallon	\$1.60
No. A25—Quart .....	.50
No. A25—Pint .....	.35

Elastic Inside Finish No. A 19

This is a wonderful varnish for doors, window trim, furniture, woodwork, and all interior finishing. Pale, brilliant and easy flowing. Dries out of dust in four hours and can be rubbed in 48 hours. May be rubbed to a dull finish. Its pale color brings out all the natural beauty of the grain in the wood. Will not turn white.

No. A19—Gallon	\$2.25
No. A19—Quart .....	.65
No. A19—Pint .....	.40

CABINET RUBBING

No. A14—Gallon	\$2.00
No. A14—Quart .....	.60
No. A14—Pint .....	.35



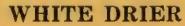
T ASPHALTUM

No. A40—Gallon	\$0.90
No. A40—Quart .....	.50
No. A40—Pint .....	.30



WHITE DRIER

No. A44—Gallon	\$1.25
No. A44—Quart .....	.40
No. A44—Pint .....	.25



Hawkeye Floor Varnish

A satisfactory, moderate-priced floor varnish. Works easily. Dries quickly and to a hard finish, but not so hard that it checks. Can be scrubbed. Makes a fine appearance on the floor.

No. A26—Gallon	\$1.80
No. A26—Quart .....	.55
No. A26—Pint .....	.35

Batavia Damar

A good clear varnish.

No. 3628—Gallon	\$2.50
No. 3628—Quart .....	.75
No. 3628—Pint .....	.45

No. 3628—Gallon	\$2.50
No. 3628—Quart .....	.75
No. 3628—Pint .....	.45

UXEDO VARNISH

FOR FLOORS AND INTERIOR FINISHES

Tuxedo Varnish is a strictly high grade Floor Varnish and Interior Finish which we guarantee will positively not scratch or mar white; will not water spot. Dries bone hard in 24 hours and can be rubbed in 30 to 36 hours.

Don't Judge the Quality by the Low Price

This has long been our most popular varnish and our production of it is very large. Because of this fact, our manufacturing costs are extremely low which enables us to quote such a low price. Remember this is a real value and we sell it as such.

Test Tuxedo at Our Risk

Send in your order for a case of six gallons as a trial order. If after applying the first gallon, you are not entirely pleased, you can return the balance of the shipment and we will refund your money in full including the cost of the gallon you used, as well as all transportation charges.

150
PER GAL.
in
5 Gallon
Kits

ORDER A SUPPLY NOW!

This is a varnish that you will have use for every day. Therefore, be prepared and keep a satisfactory stock on hand at all times. You will be money ahead if you have it on hand when you need it.

PRICES

Tuxedo Varnish No. A41

In 5-gal. kits, per gallon.....	\$1.50
In 1-gal. cans, per gallon.....	1.60
Price, per quart.....	.50

REDHEFFER SPECIAL 4-HOUR VARNISH

No. 3629

A high-grade, general-purpose interior varnish, possessing all the qualities a good varnish should possess, such as easy application, paleness of color, toughness, elasticity, resistance to hot and cold water, susceptibility to rubbing and polishing, high gloss, and in addition, it dries in 4 hours under normal conditions.

Painters in general are finding in this 4-hour varnish a solution to many of their problems. A floor can be varnished and out of the way in four hours now. This removes the dread many housewives have of having their house tied up several days while the floors are being varnished. When necessary, two coats may be applied in a single day. Here is a "long oil" varnish which makes the finest kind of finish for floors, interior woodwork, furniture, etc.

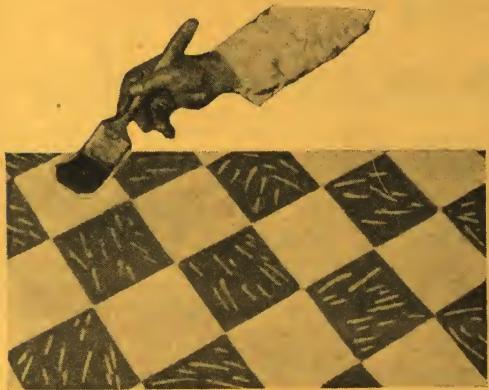
Gallons
\$3.00

Prices
Quarts
85c

Pints
50c



Great Western



Linoleum Varnish

It always pays to varnish linoleum floor coverings to make them easier to clean and to prevent the pattern from wearing. Heel marks, scratches, or mars make no impression on this durable varnish. Water and frequent scrubbings have every little effect up on it. It dries hard over night. Our low factory prices make it unusually economical to use.

No. A11—5-Gallon Cans, per gallon.....	\$2.40
No. A11—1-Gallon Cans, per gallon.....	2.50
No. A11—1-Quart, each .....	.70
No. A11—1-Pint, each .....	.40



SEAT FINISHING

Great Western Church and School Seat Varnish

The hardest, toughest, long lasting varnish is the only kind that will stand up and give service in public places like churches, schools, theatres, clubs, etc. Great Western Church and School Seat Varnish is especially made for this very purpose. Has a fine lustre, dries hard and will not soften under the heat of the hands and body. Will not show imprint of fabric from clothing and will not spot from water or moisture.

No. A13—1-gallon cans	\$3.25
No. A13—1-quart cans	.85
No. A13—1-pint cans	.45
No. A13— $\frac{1}{2}$ -pint cans	.30

Great Western Seat Finishing Lacquer

The highest grade product in the way of a seat lacquer that can be produced. Produces a very hard finish and is very quick to dry. Comes ready to apply without any thinning.

without any thinning.	
No. 3002—1-gallon cans	\$3.40
No. 3002—1-quart cans	.95
No. 3002—1-pint cans	.55
No. 3002— $\frac{1}{2}$ -pint cans	.30
No. 3002— $\frac{1}{4}$ -pint cans	.20

Glazing Liquid

Or Blender

For use on walls over Tiffany Finish. Will give the work a soft egg-shell finish. Each
 No. A30—In 1-gallon cans.....\$2.25
 No. A30—In $\frac{1}{4}$ -gallon cans..... .65

Directions—To produce an effect of more than one color, separate batches of Glaze Color and Liquid should be prepared, one of each basic color. Each mixture or batch should then be applied separately to the walls in different spots. Then these spots should be brushed lightly together to blend the colors. The surface should then immediately be stippled with a soft cloth, a sponge or a stippling brush.

Hughes' Supreme Quality Master Painter's Japan

This is a pale Oil Drier of unusual strength, therefore very economical, and it can be combined safely with paint or varnish where quicker drying is desired. A can or barrel of this Drier should be in every first class paint shop, as a general purpose drier.

No. A34—Fives, per gallon.	\$1.70
No. A34—Ones, per gallon.	1.80
No. A34—Quarts, per can.	.55

Hughes' Supreme Quality
COLOR VARNISH

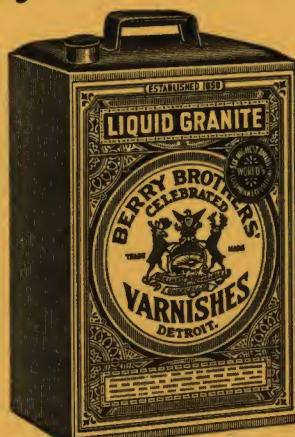
A varnish and stain combined to reproduce natural effects. Made from Spar Varnish and soluble dyes; good for indoor or outdoor surfaces.

No. 3650—Light Oak	No. 3653—Dark Oak
No. 3651—Walnut	No. 3654—Cherry
No. 3652—Mahogany	No. 3655—Ground
Quarts, per can . . . . .	.85
Ones, per gallon	\$3.00

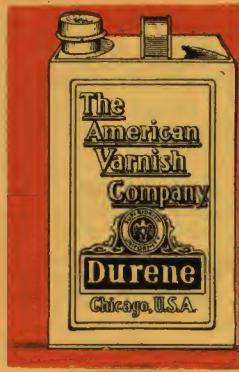
Val Spar—No. 3274

In 1-gal. cans, each	\$5.25
In quart cans, each	1.50
In pint cans, each	.85
In $\frac{1}{2}$ -pint cans, each	.45

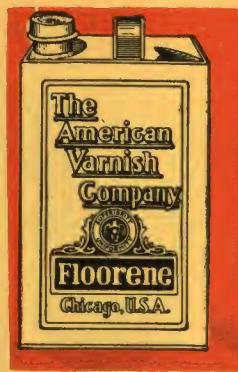
Berry Bros. Varnish



	Cans	Cans
	1 Gal.	1/4 Gal.
No. 3621—Liquid Granite A	\$3.75	\$1.12
No. 3622—No. 10 Wood Filler	2.75	.75
No. 3623—Light Hard Oil Finish	3.75	1.12
No. 3624—Luxbury White Enamel	6.35	1.75



American Varnish Company's Architectural Varnishes



Imperial Spar

No. 3600

	Each
1-gal. cans	\$3.90
Quart cans	1.20
Pint cans .....	.65

The severest test for a varnish is outdoor exposure, and Imperial Spar will withstand the hardest kind of service.

It is unequaled for use on store fronts, exterior doors, porches, ceilings, boats, yachts and the like. Moisture does not injure it and it will not turn white after being in water.

Imperial Spar gives the maximum service that can be obtained from an exterior varnish.

Durene

No. 3601

	Each
1-gal. cans	\$3.00
Quart cans .....	.90
Pint cans .....	.55

Durene is an excellent varnish for interior trim where specifications call for a finish of the highest quality.

Suitable for the finest and most delicate woods.

Absolutely dependable, works easily, dries hard in 24 hours and can be rubbed after the third day.

Floorene

No. 3602

	Each
1-gal. cans	\$3.00
Quart cans .....	.90
Pint cans .....	.55

This floor varnish meets the utmost requirements for a high grade floor and interior finish. Flows easily under the brush, dries dust free in about 8 hours and becomes thoroughly hard by the second day.

Floorene stands hard wear, without marring or turning white, and is absolutely waterproof.

Can also be used for preserving linoleum, oil cloth and similar materials.

Granite Floor Finish

No. 3603

	Each
1-gal. cans	\$2.50
Quart cans .....	.75
Pint cans .....	.50

This varnish is unequalled by any Floor Varnish except Floorene. It dries quickly, is exceedingly tough and will not mar white. We guarantee this varnish to equal any high grade floor varnish on the market except Floorene.

Granite Hard Oil Finish

No. 3604

Each

1-gal. cans	\$2.00
Quart cans .....	.70
Pint cans .....	.40

An exceptionally good grade of Hard Oil Finish. Bears a good gloss and dries hard enough for rubbing in 48 hours.

Granite Seat Lac

No. 3605

Each

1 gallon	\$3.20
Quarts .....	.90
Pints .....	.55

A most successful finish for church seats, school desks, chairs and all surfaces subjected to continued pressure where a hard drying varnish is required.

Granite Table and Counter Top

No. 3606

Each

Quarts	\$1.10
Pints .....	.60

A very tough and hard drying varnish for counter and bartops and all surfaces subjected to frequent wetting. Is not affected by liquids.

Avec Dull Finish or Rubbed Effect

No. 3607

Each

1 gallon	\$2.50
Quarts .....	.80

A first class varnish, giving a rubbed effect. Specially adapted for obtaining a high class mission finish.

Avec Coach Varnish

No. 3608

Each

Gallon	\$2.25
Quarts .....	.70
Pints .....	.45

A good all around varnish for contract and general repair work. Dries hard over night and can be rubbed in three days. Bears a high gloss and is a very good value for the money.

Interior Spar

No. 3609

Each

1 gallon	\$2.50
Quarts .....	.75
Pints .....	.50

A first class interior varnish that will not scratch or mar white. Will withstand water or steam. Rubs well and has a high gloss.

Oil Shellac

No. 3610

Each

1 gallon	\$1.85
Quarts .....	.65

Used as a filler, takes the place of alcohol shellac for interior work. Can be sanded.

Nine-Ten Varnish

Stands the Test of Time

This Varnish is made to meet the demand for a good, all-purpose interior varnish. It is distinguished for its durability and is recommended for general use where a good grade of varnish is needed.

910 Varnish is light in color and has good body. It works easily and smoothly from the brush, dries dust free in about four hours and hard in approximately eighteen hours, under normal drying conditions.

910 Varnish stands an unusual water test and its covering capacity is far above the average. This varnish represents one of the best values on the market for a varnish of this type.

Each

No. 3640—Price, 1-gallon cans..... \$2.80

No. 3640—Quart cans85

O'Brien's Varnishes

MASTER VARNISH—No. 3637

A thoroughly waterproof and exceptionally durable product to be used on any surface, inside or outside; wood, linoleum or metal.

1-gallon cans, each..... \$4.50
Quart cans, each..... 1.45
½-pint cans, each..... .50

SEAT FINISHING VARNISH—No. 3537

A pure gum-oil finish intended for the finishing of all kinds of seats; church pews, opera chairs, etc.

1-gallon cans, each..... \$4.50
Quart cans, each..... 1.30

PYRAMID FLOOR VARNISH—No. 3638

This floor varnish is made to withstand the constant pounding and scuffing of shoe heels, the moving of heavy furniture, and all other abuses to which floors are subjected.

1-gallon cans, each..... \$3.75
Quart cans, each..... 1.10

Q. D. Flat Oil Varnish

For Producing Dull Rubbed Effects

Q. D. Flat Oil Finish is an oil varnish which dries perfectly flat, producing a perfect imitation of hand-rubbed effects. It may be used on new work or over old varnish, and can, if desired, be polished when thoroughly dry.

Q. D. Flat Oil Finish will not scratch or mar white and stands a very good water test. It will dry hard in about eighteen hours.

Each

No. 3636—Price, 1-gallon cans..... \$3.75

No. 3636—Quart cans 1.10

Q. D. Flat Oil Finish is recommended for use on both floors and upright work. When used over a gloss varnish, allow about one week for drying before applying Q. D. Flat Oil Finish.

Oil and Varnish Stains

TUXEDO Varnish Stain

A stain and varnish in one operation. Made from the finest grade of Spar Varnish and Aniline Dye. Will stand on any kind of surface, inside or out. We recommend this varnish stain for best work. There can be no better made.

Price List

	Gal.	Qt.	Pint	½ Pt.
No. 6250—Light Oak	\$2.50	\$0.75	\$0.40	\$0.30
No. 6251—Dark Oak	2.50	.75	.40	.30
No. 6252—Golden Oak	2.50	.75	.40	.30
No. 6253—Mahogany	2.50	.75	.40	.30
No. 6254—Cherry	2.50	.75	.40	.30
No. 6255—Rosewood	2.50	.75	.40	.30
No. 6257—Walnut	2.50	.75	.40	.30
No. 249—Undercoat	2.50	.75	.40	.30

GOLDEN WEST Penetrating Oil Stains

We guarantee the above to be the best Stains that it is possible to produce. These Stains are made by an expert chemist of high standing and have none of the faults that are found in so many other stains.

Price List

	Gal.	Qt.	Pt.	½ Pt.
No. 6210— Light Oak	\$1.75	\$0.50	\$0.30	\$0.20
No. 6211— Dark Oak	1.75	.50	.30	.20
No. 6212— Golden Oak	1.75	.50	.30	.20
No. 6218— Walnut	1.75	.50	.30	.20
No. 6219— Fumed Oak	1.75	.50	.30	.20
No. 6216— Dark Mahogany	2.25	.60	.40	.25
No. 6213— Ex. D. Mahogany	2.25	.60	.40	.25
No. 6215— Brown Mahogany	2.25	.60	.40	.25
No. 6214— Light Mahogany	2.25	.60	.40	.25
No. 6222— Silver Gray Oak	2.25	.60	.40	.25

Made
In
Black
Only

BRAN-U

4 HOUR AUTO ENAMEL

A quick drying, high-grade, jet black enamel suitable for automobiles or carriages. Dries out of dust in 40 minutes and hard, ready for use in four hours. You can put this on in the morning and your car will be ready to go by noon. A great time-saver. An extremely popular item with the man who paints his own car.

Easy to Use

This high grade enamel is suitable for any metal surface such as iron railings, furnaces, gas stoves, engine frames, motor frames, and also the running gears of cars. It can be used as a top dressing as well as for body, hood or fenders of the auto.

It flows easily from the brush. Free from brush marks, streaks or laps. Will not crack, check or blister. For a hurry-up job it can't be beat. For a real color job, of course, use the Satin finish, as the Branu comes in black only.

BRAN-U BLACK AUTO ENAMEL No. 3205

Per gallon	\$2.10
½-gallon	1.10
Quart .....	.60
Pint .....	.35

**2¹⁰
Gal.**

GREAT WESTERN UNDERFRAME BLACK No. 3554

Great Western Underframe Black is a quick-drying, high gloss black. A pigmented black with such exceptional covering capacity that one coat will cover solid over any color, or even over rusty iron. It stays black.

This material has no equal in touching up around garages, auto paint shops, etc. We have sold great quantities of this material over the past three and one-half years and have never had a complaint on it.

Per gallon	\$1.50
Per quart .....	.50

GREAT WESTERN AUTO TOP DRESSING—No. 3555

This top dressing dries to an egg-shell finish, reproducing the actual appearance of new pantasote. Rubs easily and dries very quickly. Provides a thoroughly waterproof finish for automobile tops.

Quart	\$1.25
Pint .....	.65

AUTOMOBILE FINISHES

A. D. Black Fender Enamel No. 3532

A heavy-bodied, jet black enamel of the very highest type. This material produces a finish equal to that of a Baking Japan. It is intended for use on automobile fenders, hoods and similar work where a brilliant, lustrous and extremely durable finish is desired. This Enamel rubs easily and levels up perfectly. Dries to a very high lustre in about 12 hours. This is, without a doubt, one of the very best black enamels on the market today.

Gallon	\$4.25
Quart	1.25

A. D. Black Japan—No. 3531

An extremely durable, solid covering, quick drying Black Japan for use on automobile irons. Dries

to a high lustre in approximately six hours.

Gallon	\$2.45
Quart .....	.75

Gold Size Japan—No. 3536

A quick, elastic size for gold and aluminum leaf. Gold leaf may be applied over this material in from ten to twenty minutes after application. Will not check or blister when exposed to weather conditions.

Gallon	\$4.15
Quart	1.20

Elastic Coach Japan—No. 3540

An extremely powerful drying and binding Japan for use in automobile shops where quick drying is essential.

Gallon	\$3.40
Quart	1.00

XX Pale Gear—No. 3534

A very light colored, heavy bodied Gear Varnish. Rubs easily and may be applied in the regular way without danger of wrinkling or sagging. Dries dust free in four hours and hard in from twelve to fourteen hours.

Gallon	\$3.75
Quart	1.10

O'BRIEN'S LEATHER AND TOP DRESSING—No. 3529

Auto Leather Dressing

A black leather dressing for renewing and preserving leather cushions and trimmings on automobiles. This dressing dries very quickly and positively will not rub off on clothing.

Quart	\$1.30
Pint .....	.70

Great Western Satin Finish Oil Lacquer

With this enamel, you can make your car a "this year's model"—at least in appearance—by giving it a snappy looking Eggshell or Satin finish, such as is now used on practically all new cars.

It's no trick at all to get a good looking job with Great Western Oil Lacquer. In fact, you'll get a better looking finish with this material than with any product you have ever used because it brushes more easily and levels up to a smoother surface than do most products recommended for this purpose.

And the finish which this Enamel produces is one of utmost durability. Great Western Oil Lacquer does not mar or scratch easily, and will not check, crack, nor peel. Neither will it fade out or lose its original beauty and attractiveness. Instead, it actually improves in appearance with age.

QUICK DRYING

Great Western Oil Lacquer dries hard over night, making it possible for you to repaint your car without sacrificing its use for more than a day or two.

Great Western Oil Lacquer is a long-oil finish for automobile bodies which can be applied with a brush in the regular way and does not require the installation of special equipment for its application. It produces a beautiful, semi-lustrous, satin-like finish, such as is so extremely popular among automobile owners at the present time.

Great Western Oil Lacquer may also be used for repaint work where the old finish is in fairly good shape and is not to be removed. Sand the old finish well and apply one or two coats of Great Western Oil Lacquer of the desired color. If two coats are applied, allow about six hours between coats for drying.

If the body is in unusually good shape and free from file marks and other defects, Great Western Oil Lacquer may then be applied to the bare metal without any undercoats—and with very satisfactory results.

For the automobile painter who wants to remove the old finish and surface his job, we suggest that he use our Metal Primer and then as many coats of the Surfacer as required, finishing with the enamel.

**3⁷⁵
Gal.**



All the Latest Colorings!

Great Western Satin Finish Oil Lacquer is made in the most desirable colors. It may be used on furniture or any place that an eggshell finish is desired. It is very durable and may be washed without injury to the surface. This is really a very high grade product and will give perfect satisfaction in every way.

COLORS	Gal.	Qt.
3560—Coach Painters' Red	\$3.75	\$1.00
3561—Green Gray	3.75	1.00
3562—Rich Blue	3.75	1.00
3563—Maroon	3.75	1.00
3564—Royal Green	3.75	1.00
3565—Cream	3.75	1.00
3566—Light Gray	3.75	1.00
3567—Coach Painters' Blue	3.75	1.00
3568—Black	3.75	1.00
3569—Light Yellow	3.75	1.00
3570—White	3.75	1.00

This Satin Finish Oil Lacquer is easily applied. Levels up to a smooth surface. Colors will not fade, thus insuring lasting beauty. Paint your car with this product and see for yourself just how good it looks.

It is easy to get a good looking job with Great Western Satin Finish Oil Lacquer. Simply brush it on. It levels up and leaves no brush marks. No special equipment required. Painters will find an added source of income in this product.

Dé Luxe

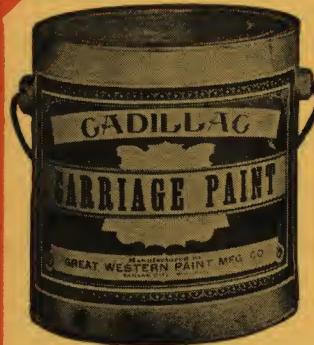
Are strictly high-grade finishes, easy to apply, dry quickly, high lustre and very durable. They are made from the very best chemically pure colors obtainable, ground and then thinned with Pale Body Finishing Varnish; will flow on freely without showing any laps or brush marks, and will dry to a high, tough, glossy surface in from 12 to 18 hours, and will not become dull by exposure to the weather or repeated washings.

One Coat of De Luxe Automobile Colored Enamel is equal to a coat of color and a coat of finishing varnish.

COLORED AUTO ENAMELS



	Per Qt.
3508—Coach Painters' Red	\$1.15
3501—Rich Blue	1.15
3504—Light Yellow	1.15
3503—Maroon	1.15
3506—Coach Painters' Blue	1.15
3505—Light Gray	1.15
3507—Green Gray	1.15
3502—Royal Green	1.15
3510—Cream	1.15
3500—Black	1.15



CADILLAC AUTOMOBILE and CARRIAGE PAINT

These colors are adapted for general work on old buggies or wagons, also useful for painting porch chairs, tables, wicker work, picture frames, etc. Ready for use. Dries

hard in 24 hours with a very high lustre.

This paint is made of a very high grade coach varnish and pure tinting colors and will make a splendid lasting finish.

FOR AUTOMOBILES

One coat of this paint and one coat of good

coach varnish will do the work as well as a high priced job of painting in carriage shop.

The surface should always be well cleaned and free from grease. When dry sandpaper with fine paper and get the surface as smooth as possible.

	1 Gal.	Qts.	Pts.
No. 220—Black	\$2.40	\$0.65	\$0.35
No. 221—Brewster Green	2.40	.65	.35
No. 222—Wine Color	2.50	.70	.40
No. 223—Chrome Green	2.50	.70	.40
No. 224—Yellow	2.90	.80	.50
No. 225—Blue	2.90	.80	.50
No. 226—Carmine Red	3.50	1.00	.60

Premier Wagon Paint

This paint is particularly adapted for use on farm wagons, carts, plows, mowing machines and all other agricultural implements or machinery.

It is mixed with varnish and gives a finished appearance with one coat, although two coats would insure a better gloss.

It can be applied by anyone, and is inexpensive as well as durable.

For the better class of work use our Cadillac Carriage Paint.

Our Wagon Paint can also be used with good results for painting window and door screens, storm doors, and the black is especially good for painting window sash.

Price List

	1 Gal.	Qts.	Pts.
No. 230—Black	\$2.00	\$0.60	\$0.40
No. 231—Green	2.00	.60	.40
No. 232—Yellow	2.25	.65	.40
No. 233—Dark Blue	2.25	.65	.40
No. 234—Carmine Red	2.75	.80	.45

Creosotine Wood Preserver

For Preserving Wood from Decay and Boring Insects

A pure liquid creosote oil ready for use.

Easy and simple to apply.

Requires no apparatus.

Applied by either brush or dip method.

Equally efficient either above or below ground.

Creosotine is a heavy, black oil, containing high percentages of Carbolenium and heavy Anthracines, which clog and seal the pores of the wood, preventing absorption of moisture and consequent decay.

Tests and experience prove CREOSOTINE equal in every respect to any wood preservative oil on the market. We will gladly furnish sample.

We invite comparison with any wood preservative oil on the market. Many Creosote oils are expensively advertised, sold under patented or proprietary names at exorbitant prices. We have not this expense and sell our product as a straight creosote oil, at chemical market prices.

You will find our CREOSOTINE equal in efficiency, and a decided saving.

No. 9194—Per gallon \$0.60
Containers Sold Extra. See Page 47.

Double Strength COLORS IN OIL

SCIENTIFICALLY DEVELOPED



No product that we manufacture gets more time and attention than our colors in oil. Only strictly pure dry colors without any adulteration are used in compounding our colors in oil. We are constantly striving to obtain pigments with better tone and greater tinting strength.

We keep a standard sample of each of the raw materials that we use. In buying dry colors for grinding, we select the shades which are most practical for painters' use, one which has a maximum tinting strength and which will grind in a minimum amount of oil as oil reduces the tinting strength. The color which we buy must come up to our standard in every respect and Mr. Hughes will not permit the acceptance of anything which is not first quality.

Every shipment of dry colors is tested just as we test the samples sent by the manufacturer. After this testing is complete, we test the oils.

The grinding is done by experienced men who have become expert through years of service in this work. After each grinding, the product is carefully tested. Every step in the manufacture is checked. Inferior material cannot enter our factory and no mistake of grading can occur without being found by the laboratory and remedied.

We are proud of our oil colors which have been built up through this system, and invite comparison with any on the market, regardless of brand or price.

BLACKS

No.	Per Lb.
450 Lamp Black, refined	\$0.35
451 Ivory Drop Black	.30
482 Coach Black	.30
483 Sign Writers Black	.35

BLUES

No.	Per Lb.
454 Prussian	\$0.65
455 Ultramarine	.40
481 Cobalt	.40
488 Chinese Blue	.60

Note: Prussian Blue is put up in $\frac{1}{4}$ -lb. cans at 20¢ per can. Ultramarine is put up in $\frac{1}{2}$ -lb. cans at 25¢ per can.

BROWNS

No.	Per Lb.
458 Turkey Burnt Umber	\$0.30
457 Turkey Raw Umber	.30
460 Italian Burnt Sienna	.30
459 Italian Raw Sienna	.30
461 Vandyke Brown	.25

GREENS

No.	Per Lb.
462 Chrome Green, light	\$0.30
463 Chrome Green, med.	.30
464 Chrome Green, dark	.30
479 Store Front Green	.30
465 Bottle Green	.24

YELLOWS

No.	Per Lb.
466 Chrome Yellow, lemon	\$0.40
467 Chrome Yellow, med.	.40
468 Chrome Yellow, orange	.40
469 Golden Ochre	.30
470 French Ochre	.20

REDS

No.	Per Lb.
471 Indian Red	\$0.25
472 Tuscan Red	.30
480 Venetian Red	.25
473 Red Oxide	.25
475 Permanent Red	.50
476 Victoria Vermilion	.75
477 English Rose Pink	.45
478 English Rose Lake	.85

Note: The above prices are for 1-lb. cans. The price in 5-lb. cans is $\frac{1}{2}$ c per lb. less and in $12\frac{1}{2}$ and 25-lb. cans 1c per lb. less than these prices.

Ochres, Venetian Reds, ZinCs and Special Colors in Oil

PURE ENGLISH VENETIAN RED GROUND IN OIL

Our highest quality Venetian. Brightest and strongest on the market. Composed of one-half best quality Venetian red and one-half Persian Gulf Oxide. Guaranteed not to fade.

No. 487

	Per lb.
In $12\frac{1}{2}$ -lb. cans	\$0.11
In 25-lb. cans	.10 $\frac{1}{2}$
In 100-lb. kegs	.10
In $\frac{1}{2}$ -bbl. and bbl.	.09

FLAT BRICK RED

Ground in Oil—In Paste Form

No. 496

	Per lb.
12 $\frac{1}{2}$ -lb. cans	\$0.11
25-lb. cans	.10
100-lb. cans	.10

EXTRA ENGLISH VENETIAN RED GROUND IN OIL

A bright shade, satisfactory quality red, but not as rich in oxide of iron as our Pure Venetian.

No. 491

	Per lb.
In $12\frac{1}{2}$ -lb. cans	\$0.09
In 25-lb. cans	.08 $\frac{1}{2}$
In 100-lb. kegs	.08

ENGLISH RED OXIDE GROUND IN OIL

The highest grade red for painting solid color or for tinting.

No. 486

	Per lb.
In $12\frac{1}{2}$ -lb. cans	\$0.11
In 25-lb. cans	.10 $\frac{1}{2}$
In 100-lb. kegs	.10

PURE FRENCH OCHRE GROUND IN OIL

Our highest grade imported French Ochre, bright in color, light in weight and ground very fine. The strongest tinging ochre that it is possible to produce.

No. 484

	Per lb.
In $12\frac{1}{2}$ -lb. cans	\$0.11
In 25-lb. cans	.10 $\frac{1}{2}$
In 100-lb. kegs	.10
In $\frac{1}{2}$ -bbl. and bbl.	.09

EXTRA FRENCH YELLOW OCHRE GROUND IN OIL

No. 494

	Per lb.
In $12\frac{1}{2}$ -lb. cans	\$0.10
In 25-lb. cans	.09 $\frac{1}{2}$
In 100-lb. kegs	.09
In $\frac{1}{4}$ -bbl. and bbl.	.08 $\frac{1}{2}$

**PRIMING YELLOW OCHRE
GROUND IN OIL**

No. 495

	Per lb.
In 12½-lb. cans	\$0.08½
In 25-lb. cans	.08
In 100-lb. kegs	.08
In ½-bbl. and bbl.	.07

WHITE OCHRE OR WHITE MINERAL PRIMER GROUND IN OIL

This is an excellent White for priming or can be used to good advantage for finishing coat by adding 50 per cent of our Golden Crown Lead and Zinc. This makes an economical but very satisfactory paint.

No. 158

	Per lb.
In 12½-lb. cans	\$0.08
In 25-lb. cans	.07½
In 100-lb. kegs	.07
In ½-bbl. and bbl.	.06½

**SPECIAL
COLOR
IN
OIL
ASSORTMENT
\$10.00**

Make This Test

If you will, we know you will be convinced. Thoroughly mix 1 oz. of any of our oil colors in 1 pint of white paint and compare it with the same shade of oil color produced by any other manufacturer and reduced in the same way.

**GRAY STONE OCHRE GROUND
IN OIL**

No. 497

	Per lb.
In 12½-lb. cans	\$0.08
In 25-lb. cans	.07½
In 100-lb. kegs	.07
In ½-bbl. and bbl.	.06½

**PRINCE'S MINERAL BROWN
GROUND IN OIL**

No. 498

	Per lb.
In 12½-lb. cans	\$0.08
In 25-lb. cans	.07½
In 100-lb. kegs	.07
In ½-bbl. and bbl.	.06½

**GREAT WESTERN
DRY COLORS**

Prices on Containers:

25-lb. container	\$.40
50-lb. container	.55
100-lb. container	.80
Usual charge of 30c for whitening barrels. No charge for other full barrels.	

WHITES

	Less Bbls. Quantity Per lb. Per lb.
8821 White Lead, strictly pure	\$0.12
8874 French Zinc, green seal	.16
8807 American Zinc, Sterl- ing	.09
6340 Plaster Paris, N. Y. Dental	.04
6053 Whiting, extra, gild- ers'	\$.01½ .02½
6054 Silver White	.02½ .03¼
8868 White Ochre	.02½ .03¼
8866 Silex	.02½ .03¼

BROWNS

	Per lb.
8270 Vandyke, German	\$.25
8224 Umber, Turkey, Raw	.10
8227 Umber, Turkey, Burnt	.10
8208 Sienna, Italian, Raw	.18
8223 Sienna, Italian, Burnt	.18

BLUES

	Per lb.
8166 Prussian, genuine powdered	\$.60
8167 Ultramarine	.30
8168 Cobalt, powdered	.30
8169 Chinese, powdered	.75

YELLOWS

	Per lb.
8975 Chrome Yellow, C. P.	\$.25
8913 Dutch Pink	.18
8952 Ochre, Bermuda, 350-lb. bbls.	.04
8953 Ochre, Oxford, 350-lb. bbls.	.04
8954 Ochre, French	.08

**FRENCH AND AMERICAN ZINC
GROUND IN OIL**

	12½-lb. 25-lb.
155 Best Green Seal, French	\$.35 .34
156 Best Red Seal, French	.33 .32
157 American Snow White Zinc	.21 .20

ZINC IN SMALL CANS

	Per lb.
155 French Green Seal, 1 to 5-lb. cans	\$.40
157 American Zinc, 1 to 5-lb. cans	.25

**MEXICAN BLACK GRAPHITE
IN OIL—No. 277**

	12½-lb. cans, per lb.
25-lb. cans, per lb.	.28
50-lb. cans, per lb.	.27
100-lb. kegs, per lb.	.26

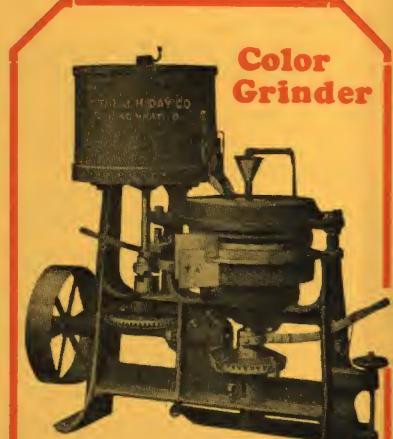
**HANOVER GREEN
GROUND IN OIL**

	A dark Bottle Green, for use in painting store fronts, tinting, shingle stain, trimming, etc. A good quality for general outside use.
No. 465	Per lb.
In 5-lb. cans	\$.24
In 12½-lb. cans	.22
In 25-lb. cans	.20

REGULAR PRICE, \$13.52—SPECIAL PRICE, \$10.00

MINERAL PAINTS

	Per 8690 Princess Metallic, D. L., 300-lb. bbls.
8644 Lowe's Metallic, 400-lb. bbls.	2.00 .03
8875 Gray Ochre, 350-lb. bbls.	2.25 .03
8876 French Gray, 350-lb. bbls.	2.25 .03
8857 Spanish Brown, 350-lb. bbls.	2.00 .03



Great Western Colors in Oil are ground in mills such as the one shown above. The greatest of care is taken in their manufacture and this accounts in no small measure for the success which follows their use. Test out these colors and see for yourself their high quality.



Great Western Special Overalls

98c

JACKETS SAME PRICE

Here is one of the best values in a low priced overall on the market. It really is a wonderful value for the money. Made as shown in the picture, with large triangle brush pocket and two patch pockets in front. Rule and putty knife pocket. Hip pocket. All sizes carried in stock.

While this overall does not compare with the Lee Brand shown at the right, it does not cost as much and really is a good article when you consider the price is below a dollar. Order an overall and a jacket and try them out.

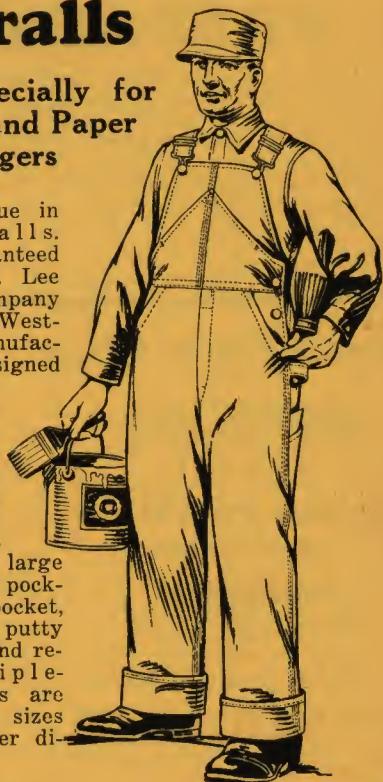
No. 5793—Overall, each **98c**

No. 5792—Jacket, each **98c**

Lee Overalls

Made Especially for Painters and Paper Hangers

Leading value in painters' overalls. Double guaranteed by the H. D. Lee Mercantile Company and the Great Western Paint Manufacturing Co. Designed for comfort, long wear and convenience. Made from special Lee Herringbone White Twill. Can't - Rust Brass Buttons, large triangle brush pocket, lined hip pocket, lined rule and putty knife pocket and reinforced triple stitched seams are features. All sizes in stock. Order direct from us.



No. 5791—Lee Overall, each \$2.00
No. 5790—Lee Jacket, each 2.00

PRICE PER GARMENT

JACKETS
SAME
PRICE

\$2.00

Kangaroo Work Shirts

An Extra Value Blue Shirt

A fine yarn blue cambray shirt. The selection of yarns going into this shirt is one of careful consideration to get a yarn which combines softness with pliability and good wearing qualities.

The design of this shirt has also the exceptional merit of being worked out on what we term graduated shirt bodies. This means that the shirt is designed for each particular size as to neckband, armholes, through the chest we do not use one or two patterns in a range of sizes with only the neckband changed for proportionate fit.

Lee's Painter's White Shirt

Construction the same as the Blue Chambray Kangaroo Shirt, except that the material is medium weight fine-yarn herringbone twill. This is a special material made to combine coolness in the summer and still stand much washing.

No. 5825—Each \$1.50

The shirt we are featuring is of the open front or coat style listing and carries two convenient pockets of ample size. Only the finest of heavy pearl buttons are used and these are sewn to the shirt with a stout wear-resisting thread.

No. 5794—Each 98c



Price Each

98c

GREAT WESTERN PREPARED WAX

Here is a wax which is the equal of any on the market today. Yet it is lower in price than any standard brand. Great Western Prepared Wax gives a beautiful and lasting finish to floors, woodwork, furniture, automobiles, linoleum and similar articles. Made in paste form only. Try a can of this wax and compare it with any brand you ever used. You will find it will save you money.
No. 6308

**35¢
Pound**

Jewel Floor Wax

No. 6303



1-lb. can	2-lb. can	5-lb. can
.40	.80	2.00

Johnson's Crack Filler

No. 6310



No. 1 size containing about 1 lb.	\$0.25
No. 2 size, containing about 2 lbs.	.50
No. 5 size, containing about 5 lbs.	1.15

Stop Crack

No. 6301

A crack filler which is also a germicide, containing a disinfectant which is sure death to germs. A big improvement over putty. Dries hard and will not shrink nor fall out. Stays soft indefinitely if can is kept tightly covered.

1 and 2-lb. cans	\$0.25
5 and 10-lb. cans	.25

Dry Wood Stains

To be dissolved in warm or boiling water or alcohol, regulating the proportions according to the shade required. These stains are absolutely pure, non-fading and rich in tone.

Per lb.

6225 Mahogany Fast Red, No. 514	\$2.75
6226 Mahogany Fast Brown, No. 516	2.00
6227 Walnut, No. 89	1.50
6228 Yellow, Orange	1.50
6229 Golden Oak, soluble water only	2.50
6230 Golden Oak, soluble alcohol only	2.50
6231 Ebony (Powdered), Jet Black, soluble in alcohol only	2.50
6232 Ebony (Crystals), Jet Black, soluble in water only	2.50

Johnson's Prepared Wax



No. 6304

Per lb.

No. 1 size, containing about 1 lb.	\$0.55
No. 2 size, containing about 2 lbs.	.55
No. 4 size, containing about 4 lbs.	.55

Old English Wax

No. 6302



For more than a quarter of a century Old English Wax has maintained the highest standard of quality. It imparts a more beautiful and lasting finish, and has greater covering capacity than other prepared waxes on the market. It is the standard polish for floors, woodwork, furniture, automobiles, linoleums and leather goods. Made in paste form only; supplied in three shades—Orange, Natural and Black. No. 1 size \$0.52
No. 2 size 1.04
No. 4 size 2.08



\$5.10 Waxing Outfit for Only \$3.90

No. 6325

1 Old English Waxer-Polisher	\$3.90
1 Can Old English Paste Wax	.45
1 Can Old English Liquid Wax	.75
1 Valuable Book on Floor Care	Free
Special Price	\$3.90
YOU SAVE	\$1.20



Old English Liquid Wax

No. 6300

The only product on the market that cleans and polishes a waxed floor without removing the wax. It leaves a light film which polishes beautifully, protects against heel marks and scratches, and makes the finish last twice as long. Is good for all floors and woodwork, whether waxed, varnished or shellaced. Particularly good for polishing furniture. Contains no oil, so will not collect dust, discolor the wood or soil rugs. Pints, each \$0.47
Quarts, each 1.00



Great Western Paste Wood Filler

For Open Grained Woods

In natural wood finishing the quality of the Paste Wood Filler is a feature on which the final appearance of the work largely depends. It must work short, rub off easily without pulling out, dry absolutely hard, sand without rolling up, and must positively not shrink or expand. A filler to answer these requirements must be properly ground in the best of vehicles and carry a pigment which will give the necessary stability. Poor fillers permit the varnish coats to sink and pit, and any number of varnish coats will not remedy a faulty filler coat.

12½-lb. 5-lb. 1-lb.	\$0.18 \$0.19 \$0.22
No. 199—Light	.18 .19 .22
No. 198—Dark	.18 .19 .22



Johnson's Powdered Wax

No. 6306

Large cans, each	\$0.65
Medium cans, each	.35
Small cans, each	.25

Johnson's Wood Filler

No. 6311

In 1-lb. cans	\$0.25
In 5 and 10-lb. cans	.21
In 25-lb. cans	.18

Amer. Varnish Co. Wood Filler

No. 9150

Per lb.

In 1-lb. cans	\$0.22
In 5 and 12½-lb. cans	.19 .19

DOUBLE XX CLEANER

No. 9052

It cleans—and it does not raise the grain

For Floors and Flat Woodwork: Double X removes varnish and shellac from floors and woodwork in double-quick time. One pound will clean 15 square yards.

Note: When it comes to cleaning floors and woodwork that have only dirt, grease or wax on them, Double X puts the average floor cleaner to shame. Try it!

For Tile and Enamel: Nothing less than wonderful are the results Double X gives in cleaning and bleaching the floors and side walls.

For Inlaid Linoleum: You will find Double X a splendid cleaner for inlaid linoleum, too!

Made exclusively by Schalk Chemical Co., Los Angeles.

Price, per pound \$0.55

Banish Old Methods

Save "elbow grease" by using this new and wonderful cleaner. It cleans 100% clean.

Great Western Cleaner Cleans and Renews

Enameled, Varnished and Painted surfaces, such as Walls, Doors, Floors, Window Sills, etc.

Automobiles, Furniture, Victrolas, Pictures, Desks, Chairs, and Interior Wood-work.

Mop Oiled Floors, Linoleum, Gas Stoves, Refrigerators, Kitchen Cabinets, Sinks, etc.

Exterior Terra Cotta, Marble, Stone, Tile and Painted Buildings.

Cleans and Polishes Silver, Aluminum and Enamel-ware, Glassware, China, Soda Fountains, Bathtubs, Lavatories, Marble and Tile, Nickel, Copper, Brass, etc.



No. 9059

Gallon	½ Gallon	Quarts	Pints
\$1.75	\$1.00	60c	35c

No. 8441

The Magic Paint Foundation

DRI-SEAL

Seals the Pores—The Ideal Sizing for All Work

Dri-Seal for Plastered Walls

Dri-Seal absolutely eliminates all possibility of burning out, prevents dampness, alkali and air pressure. Prevents peeling, cracking, chalking, blistering and sealing. Absolutely no glue sizing is required when Dri-Seal is used.

Mix 1 gallon Dri-Seal with 1 gallon flat wall paint for first coat; one pint to one quart Dri-Seal to each gallon flat wall paint for second coat.

Absolutely prevents flat or gloss paint burning out on plastered walls, when used straight or mixed half and half with wall paint and makes the enamel stand out with a higher gloss.

Dri-Seal for Tiffany Work and Decorating

Dri-Seal is the perfect foundation for use over paper or canvas when Tiffany or similar decoration is to be used, as it gives a perfectly sealed base upon which to work and increases spreading.

One-half Dri-Seal in flat paint over paper spreads three times as far as when Dri-Seal is not used.

Dri-Seal for Woodwork

Dri-Seal gives a hard, firm surface which sands as smooth as glass. Seals the pores perfectly and "stands up" like a coat of Shellac. By adding 1 quart of Dri-Seal to 1 gallon flat white, a superior primer results and higher gloss appears in the enamel.

Dri-Seal added to flat white gives superior flowing qualities.

If any paint shows brush marks, add Dri-Seal.

Dri-Seal Mixes Perfectly With "40-40-20"

For First Coat outside woodwork old or new, reduce 40-40-20, or white lead with one-half Dri-Seal and one-half linseed oil. In using, note carefully the increased spreading given by Dri-Seal in comparison to your old way.

Dri-Seal for Sealing Knots or Pitchy Lumber

The addition of one gallon Dri-Seal to each gallon of Pure Linseed Oil Paint over lumber containing knots, pitch or resin effectively seals the surface and prevents such spots from coming through the other coats of paint to be applied. If such lumber is to be exposed to the sun practically all day, (as on the south side of a building), Dri-Seal may be used straight to touch up such knots and pitchy spots before the priming coat is applied, thus giving double assurance of a permanent sealing job. Allow plenty of time for each coat to harden over knotty or sappy lumber.

Dri-Seal Prevents "Lime Burns"

To eliminate all possibility of burning out, peeling, cracking, or scaling on plaster walls by doing away with suction or dampness and sealing in the alkali and air pressure, use half Dri-Seal and half Wall Paint on first coat.

To increase the sealing qualities and bring out a higher gloss on any enamel add 1 quart to 1 pint of Dri-Seal to each gallon of flat white on the second coat.

\$1.85

Gallon, in Ones

\$1.75

Gallon, in Fives

\$1.65

Gallon in 50-Gal. Bbl.

Painters Specialties

KLING KO-NA SIZE

No. 7752

A paste filler for walls and woodwork. To be used over hard finish or soft finish plaster, stucco, concrete or brick; over dyed fabric surfaces and painted or varnished plaster walls.

Kling Ko-Na prepares such surfaces for paper-hanging, calcimining, painting or enameling. Kling Ko-Na is a white powder prepared for use with boiling water. It forms a plaster-like, elastic surface which holds firmly over glass-smooth surfaces or over soft and spongy grounds. Five pounds of Kling Ko-Na covers about 100 square yards.

1-lb. packages, per package..... \$0.30
5-lb. packages, per package..... 1.10



U-KAL-O Wall Size

No. 7753

The most practical and economical sizing material on the market. One pound of U-KAL-O dry wall size, when mixed with boiling water, makes two gallons of perfect size that will make an ideal surface on plasters, wood, burlap or canvas, to which it is intended to apply Kalsomine, flat wall paint or paper.

1-lb. package, per package... \$0.30

AD-EL-ITE Paint and Varnish Remover

No. 9051

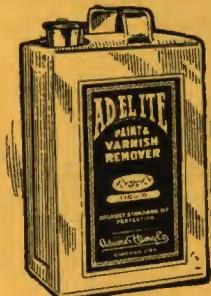
AD-EL-ITE Paint and Varnish Remover, made in two forms—AD-EL-ITE Liquid Paint and Varnish Remover for ordinary use; AD-EL-ITE "24" Paint and Varnish Remover for a heavier liquid for upright or overhead surfaces and for exterior work.

These removers will not injure the grain of the wood, the subsequent coats of paint or varnish, or the life and health of the workman.

They are the most powerful solvents of paint and varnish and accomplish results quickly and easily.

Best known and easiest sold.

1-gallon cans, each.....	\$1.80
1/4-gallon cans, each.....	.60
1/2-gallon cans, each.....	.40
1/8-gallon cans, each.....	.25



Absorene Wall Paper Cleaner

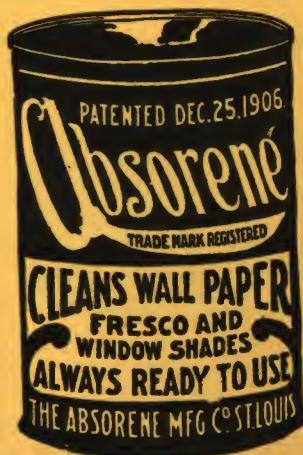
The best known and most successful wall paper cleaner on the market. We have sold it for years and recommend it wholeheartedly.

Big Money in Cleaning Wall Paper

Usually after wall paper has been hung for a year or two it becomes finger-marked, dingy and dirty. A splendid income can be derived from cleaning such paper for your customers. Jobs of this kind allow you to keep busy when weather prevents outside work. Use Absorene for best and quickest results.

No. 9050

Each Per doz.
10c \$1.00



De Luxe Wall Size

No. A18

For perfect satisfaction, all new walls should be sized before painting. It is absolutely necessary that all new walls be sized to prevent hot spots or burning. De Luxe Wall Size should also be used for wall board, beaver board, or burlap. This is the toughest and best size possible to produce. It is moisture proof and produces a perfect and uniformly sealed surface.

In 5-gallon kits, per gallon.....	\$1.40
In 1-gallon cans, per gallon.....	1.50

Alabastine Deep Positive Shades

Sold in one-pound packages.

Nos. 7 and 13.....	Per lb. \$0.14
No. 17.....	.16
Nos. 2 and 8.....	.15
No. 10.....	.17
Nos. 1, 3, 15, 97, 98.....	.18
Nos. 5 and 18.....	.23
Nos. 6, 9, 12, 14, 16.....	.25

Prices subject to change

A STAR VALUE

Great Western Paint and Varnish Remover

No. 9053

Licensed under Chadeloid License No. 714,880
This is not a cheap imitation but an exact reproduction of the highest grade removers on the market. This product is produced from formula licensed under Chadeloid agreement and is the formula used by almost all manufacturers of paint and

varnish remover. A powerful liquid which will remove an old finish or paint film, leaving the surface bare and clean. Flow on liquid with a soft bristle brush set in glue. Allow to stand five or ten minutes and then scrape with a putty knife. If necessary give a second or third application. When surface is clean, wash thoroughly with benzine or turpentine.

Gals. \$1.60	1/2 Gals. \$0.90	Qts. \$0.50	Pts. \$0.30	1/2 Pts. \$0.20
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Cold Water Putty

No. 6342

For filling cracks or crevices in wood, iron, or stone surfaces. It will fill any opening, large or small. For filling cracks in old floors, it has no equal. It neither cracks, shrinks, nor crumbles. Mixed with plain water. Requires no special liquid. Hardens in a very short time and can always be painted, stained or varnished the same day.

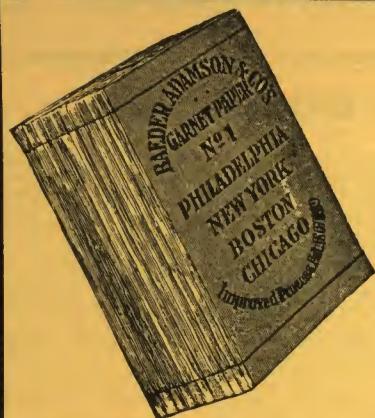
1-lb. packages..... \$0.30



SUNDRIES

	Each
9109—Alum, ground	\$.09
9503—Coal Tar, per bbl.	12.00
9025—Emery Flour	.07
9026—Emery Paper, per quire	.60
9027—Emery Cloth, per quire	1.25
8065—Fillers, Keystone, Black	.04
8866—Fillers, Silver White	.04
9504—Glazier's Points, 00 to 3, $\frac{1}{2}$ -lb. pkg., doz.	1.75
9103—Glue, Irish, genuine	.30
9104—Glue, Ribbon	.25
9105—Glue, Brown, No. 80	.30
9106—Glue, White, No. 20	.40
9107—Glue, Ground, light	.20
Special quotations on barrels upon application.	
9507—Pine Tar, 4 doz. pints in case, doz.	1.50
9508—Plumbago	.10
9185—Pumice Stone, lump, carriage	.20
9186—Pumice Stone, powdered, F. F., fine	.10
9187—Pumice Stone, bricks, $1\frac{1}{4}$ lbs., each	.50
9188—Rotten Stone, powdered	.10
9189—Rubbing Brick, Eureka, each	.15
9531—Rubbing Felt, gray	4.00
9177—Shellac, Gum Orange	Market
9176—Shellac, Bleached	Market

Best Flint Sand Paper



	Per Ream	Per Quire
9035—No. 00	\$4.50	\$.27
9036—No. 0	4.50	.27
9037—No. $\frac{1}{2}$	4.50	.27
9038—No. 1	5.50	.32
9039—No. $1\frac{1}{2}$	6.50	.39
9040—No. 2	7.50	.45
9041—No. $2\frac{1}{2}$	9.00	.55
9042—No. 3	10.00	.60
9043—Asstd., 00 to 3	7.00	.40

Old Newark Patching Plaster

No. 9140

Made from the finest imported Canadian Gypsum, the last word in a smooth-working, pure-white patching plaster. Made on the same base as your plaster and scientifically retarded so as to allow ample time for working. Sets up in from twenty to thirty minutes and does not contain lime or any other material injurious to even the most delicate colors.

5-lb. package, per package \$0.30
2½-lb. package, per package18



Rutland Patching Plaster

No. 9141

This material should be used by decorators and others in repairing plaster and in pointing and patching stucco and brick surfaces. It is a scientifically prepared mortar of fine texture and it has none of the faults of the materials commonly used for these purposes. It sets slowly enough to be handled satisfactorily and at the same time sets quickly enough to be worked or plastered over in a short time, if necessary, and will dry within a few hours. It does not shrink nor crack and will not discolor paint or paper, thus eliminating the necessity of covering patches with a coating of shellac to prevent absorption.

In 3 sizes of packages—
3-lb. packages, each \$0.20
5-lb. packages, each30
8-lb. packages, each45

LePAGE'S LIQUID GLUE

No. 9108

	Each	Per doz.
1-oz. size, bottle, with brush	\$.015	\$1.50
½-pint cans, no brush	.35	4.00
Pint cans	.65	6.80
Quart cans	1.15	12.00
1-gallon cans	3.35	36.00

Wet or Dry Garnet Finishing Paper

	Per Quire
9029—No. 2-0	\$1.00
9030—No. 3-0	.95
9031—No. 4-0	.75
9032—No. 5-0	.75
9033—No. 6-0	.75
9034—No. 7-0	.75

Linseed Oil Putty

No. 6341

	Strictly Pure
In 100 -lb. steel kegs	\$0.05 $\frac{1}{2}$
In 50 -lb. steel kegs	.05 $\frac{3}{4}$
In 25 -lb. steel kegs	.06
In 12½-lb. cans	.06 $\frac{1}{4}$
In 5 -lb. cans	.06 $\frac{1}{2}$
In 2 -lb. cans	.07 $\frac{1}{2}$
In 1 -lb. cans	.08

Smalts

6086—Extra V Black	\$0.12
6087—Nonpareil Black	.10
6088—Ultra Blue	.25
6085—Chrome Green	.20
6090—Vermilion	.25

Concrete Patcher

No. 9142

Just the thing for patching cracks in stucco, sidewalks, foundations, factory concrete floors and docks, or any concrete work. Buy a small package of this to make repairs instead of going to a lumber yard for concrete, sand, etc. Much handier. Simply mix with water and apply with putty knife or trowel.

3-lb. package, per package \$0.15
5-lb. package, per package25



SPONGES

9512—Nassau Velvet Cuts, for stippling, each	\$.75
9523—Nassau Sheepwool Cuts, for stippling, each	1.25
9524—Rock Island Sheepwool Cuts, for autos, ea.	1.00

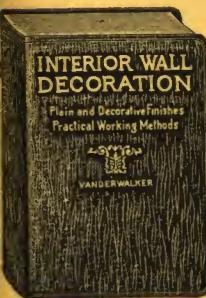
BOOKS FOR PAINTERS

INTERIOR WALL DECORATION

Practical Working Methods for Plain and Decorative Finishes, New and Standard Treatments Fully Illustrated

By

F. N. VANDERWALKER



rics. 500 Pages. Bound in Leatherette. No. 9307—Price \$4.00

THE MIXING OF COLORS AND PAINTS

By F. N. Vanderwalker. 296 Pages, Fully Illustrated With Color Chart and Drawings. Cloth. No. 9308—Price \$2.00

Color Formulas
Paint Mixing
Formulas
Useful Color Cards
Description, Properties, Theory, Harmony and Management of Colors.

Color Use and the Mixing of Colors and Paints for Interior Decorating, House Painting, Arts and Crafts, Furniture and Polychrome Finishing.

The following chapter heads show the scope of the book:

- 1—Color and Light
- 2—Description of Color Pigments
- 3—Properties of Color Pigments
- 4—How Colors Are Prepared for the Trade
- 5—Basic Paint Pigments
- 6—Painting Oils
- 7—Volatile Thinners and Driers
- 8—General Paint Mixing Methods
- 9—Color Theory, Principles and Use
- 10—Colored Paint Mixing Methods
- 11—Mixing Special Purpose Materials
- 12—Color Harmony and Management
- 13—Selecting Color Schemes
- 14—Printing Inks

ing, Arts and Crafts, Furniture and Polychrome Finishing.

No. 9300—



The Art of Sign Painting
By F. H. Atkinson

Large Quarto, 356 Pages, Illustrated.

Cloth with Cover Design Stamped in Five Colors. Price \$4.00

This book embraces a series of instructions written and illustrated in a practical manner. It contains lesson sheets and review questions, ninety-six designs in complete composition, with color note for each; 160 pages of practical text matter, and 75 alphabets. As an every-day reference book for active sign painters, it stands alone—replete with color schemes, color notes and color composition. This revised edition contains an outdoor display section with text and thirty-two new layouts.



Scene Painting and Bulletin Art
By F. H. Atkinson
Size 9x12, 256 Pages, Fully Illustrated.

Cloth with Cover Design Stamped in Five Colors. No. 9311—Price \$4.00

This book is written in three sections: (1) Educational—containing practical instruction in color and technique, gives the true system of establishing "tone," also how to establish the "key"; elementary and advanced

drawing. The chapters on Perspective are thorough and fully illustrated. (2) Scene Painting—everything from equipping a studio to finished scenes. (3) The Bulletin Art section is devoted to the latest methods in use by bulletin artists, gives all preliminary steps, scaling, treatment of the surface, "control" of values, drawing "pounces," composition, restrictions, standard palettes. Every sign painter should have this book.



A Show at Sho' Cards
By F. H. and G. W. Atkinson
Size 9x12, 300 Pages, 120 Designs, 35 Alphabets.

Cloth with Cover Design Stamped in Three Colors. No. 9312—Price \$4.00

A practical instruction book for Card Writers. In a clear and concise manner it presents all that can be desired in method, execution and design, as practiced in up-to-date show card studios. The book is rich in suggestions of ways

of producing novelties, of materials used in producing unique effects, gives all the popular card-writing alphabets and a large list of phrases for inscriptions.

This book embodies the results of twenty-five years' experience in designing, sign and pictorial painting. It meets the needs of experienced card writers as well as the student.

Art of Show Card Writing
By Chas. J. Strong

Size 8x11, 240 Pages, Fully Illustrated.

Cloth, with Cover Design Stamped in Three Colors.

No. 9301—Price \$4.00

This is a new edition of Strong's earlier work on the same subject. It is greatly enlarged, and printed on plate paper from new plates. The principal subjects are: Alphabets; Brush Manipulation; Pen Work; Show Card Colors and Inks; Tools and Materials; Value of Show Cards; Laying Out the Inscription; Charges; Examples and Methods; Panels; Tickets; Show Card Phrases; Ornaments; Borders; Seasonable Decorations; Theory and Practice; Monograms, Fully Indexed.



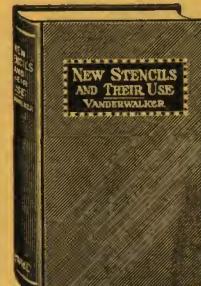
Strong's Book of Designs
By Chas. J. and L. S. Strong

(Revised Edition)

Large Quarto, 8x11 inches, 200 Pages, Over 300 Designs. Leatherette, Gold Stamping.

No. 9313—Price \$4.00

This book is the most elaborate of its kind ever published. Over 300 designs are printed in from two to twenty-four different colors. The several divisions of the book include poster, book cover, ribbon, pen and ink designs, also tinted air brush, flowers and ornamental designs, ideas for show cards, new and original alphabets, many of which are in colors, sign ends and hanging signs, letterheads, business cards, scrolls and panels—the whole constituting a masterpiece of ornamental art of the highest value to the sign painter, card writer and commercial artist.



New Stencils and Their Use
By F. N. Vanderwalker
12mo, 148 Pages, Illustrated.

Cloth, Ink Stamping.

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This book is an orderly presentation of the essentials of good stencil work and covers the latest styles and methods for homes, churches, lodge halls and small theatres. It is neither too technical nor yet too artistic in its method of treatment. The following chapter headings show the scope of the work:

The Value, Use and Abuse of Stencil Decorations; Classification and Selection of Stencils; Stencil Making; Colors and Color Harmony; Working Operations; Some Good Jobs Illustrated; Ceiling, Floor and Fabric Stenciling; Linning and Striping.

Automobile Painting
By F. N. Vanderwalker
12mo., 200 Pages,
Illustrated.

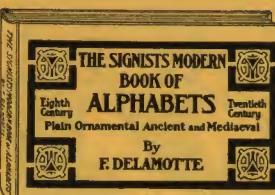
Cloth, Ink Stamping.
Price \$1.50

This new book covers the subject in great detail from the viewpoint of the car owner, the garage repair man, and the house painter who wishes to enter the field as an off-season business. Definite answers to all specific questions which naturally arise in the mind of one not familiar with the work are given in a clear and simple way. The painting of new cars and the repainting of old ones by several different methods are fully covered. Tools and materials are described and illustrated. Working methods for priming, surfacing, rubbing and varnishing are made perfectly plain. Factory processes in spraying, dipping, flowing-on and baking are discussed. The subjects of other chapters are: Carriage and Wagon Painting, Initials and Monograms, Color Schemes and Automobile Paint Shop Plans.

No. 9302



No. 9314



The Signist's Modern Book of Alphabets
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This elaborate collection includes plain and ornamental, ancient and mediaeval alphabets.

Among the various texts are Old English, Saxon, German, Italic, Perspective, Greek, Hebrew, Court Hand, Engrossing, Tuscan, Riband, Gothic, Rustic and Arabesque, with several original designs, numerals, Church Text, draftsman's, surveyor's, mason's, decorative painter's and engraver's texts. A whole page is devoted to each style of alphabet, which makes the book thoroughly practical and complete. Printed on heavy plate paper.

No. 9305

Estimates, Costs and Profits — House Painting and Interior Decorating

By F. N. Vanderwalker
12mo., 133 Pages, 14 Illustrations.

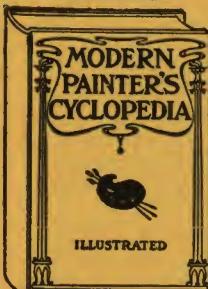
Cloth, Ink Stamping.
Price \$1.50

This new edition furnishes every detail needed to estimate on painting and decorating. It shows how to figure a profit on every job. It includes chapters on overhead cost, paint shop management, and shows a plan for a modern paint shop. Other subjects treated in detail are: Capacity per gallon of Paint, Varnishes, Enameling, Shellacking, Size and Filler, Calcimining, etc., on various surfaces. It shows the correct way to figure prices per square or square foot for painting; prices other contractors charge for various kinds of painting and decorating. The author's connections with the Paint Information Bureau of the Carter White Lead Company gives him inside information on all these points which are essential to the success of every painter.

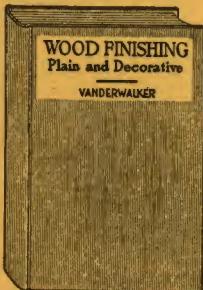
Modern Painter's Cyclopedia
By F. Maire
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This is the most useful book ever written for painters. The more important subjects are: Adulteration of paints, blistering, brushes, calcimining, carriage painting, china painting, colors, color mixing, testing, estimating, exterior painting, enameling, flattening, fresco painting, gilding and bronzing, glazing, graining, house painting, marbling, oils, and dryers, paper hanging, sign and scene painting, stains and staining, stenciling, varnishes, "vehicles," water colors.

No. 9309



No. 9304



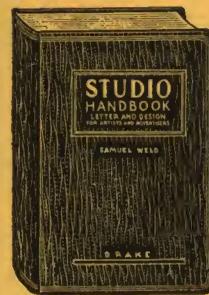
Wood Finishing, Plain and Decorative
By F. N. Vanderwalker

A book of formulas and detailed instruction in Method, Tools and Materials, Period Finishes, Staining, Filling, Varnish, Painting, Enameling, Glazing, Lacquers.

360 pages, cloth.
Price \$2.00

Wood Finishing in General; Preparation of New and Old Surfaces; Stains in General; Factory Prepared Stains; Water Stains; Aniline; Chemical Water Stains; Color Pigment; Dyewood; Spirit Stains; Oil Stains; Stain Mixing, Brushing and Procedure; Wood Fillers; Varnish and Shellac; Varnishing, Rubbing, Polishing; Varnish Defects; Lacquers; Wax and Oil Rubbed Finishes; Trim; Working Operations; Woods, Brush Graining; Decorative Wood Finishes; Repairing Damaged Finishes.

No. 9315



Studio Handbook—
Letter and Design
By Samuel Weid

Commercial Art for Advertising. Hand Lettered from Cover to Cover.

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Price \$3.00

This new book for artists and advertisers comprises every conceivable style of letter and design used in modern advertising. The following

Table of Contents shows something of the scope:
50 Styles of Occasional Lettering; Arrangement; Balance in Lay-outs; Panels; Corners; Page Rules; Borders; Ribbons; Dingbats, 150 Designs; Masks; Type Characters; Publication Sizes; Modern Alphabets (62 Pages); Trade Marks, Monograms; Numerals; Helpful Hints.

No. 9316

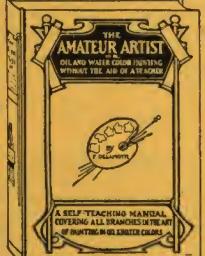
Furniture, Furniture Finishing, Decoration and Patching

By A. B. Pattou and C. L. Vaughn

Fully illustrated.
About 400 pages.
Cloth.

Price \$5.00

No. 9303



The aim of this book is to instruct the student in the fundamental principles of oil and water color painting. The knowledge it contains is available alike to the amateur, whose only desire is to beautify the home and to pass pleasant hours at agreeable work, and also to those students who lack the opportunities afforded by art schools. It contains instruction in landscape and flower painting, crayon or pastel painting, china painting, pen and ink drawing, flat sheet metal work, pyrography, together with a full list and description of all materials and implements.



II. Furniture Decoration (Antique Shading, Glazing, Dusting, Flat Stippling, Two-Toning, Frets and Grills, Striping, Polychroming, Crackling, Spattering, Stencils).

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IV. Furniture Patching (Materials, Patching Marks, Scratches, Indentations, Stains, Enameled Surfaces).

V. Special Processes (Lamp Shades and Bases, Picture Frames, Japanning, Mirror Resilvering, etc.).

No. 9306



The Ross Crane Book of Home Furnishing and Decoration

By Ross Crane
Founder of National Better Homes Movement

A Practical, Authoritative, Sympathetic Guide for the Home-maker and Decorator.

Large 12mo., 275 Pages. Illustrated with 6 Color Plates and 115 Other Illustrations and Drawings.

Price \$3.00

A few of the outstanding features of this new book are: How to Furnish and Decorate a Living Room for \$600; Curtaining the Window; Modernizing an Out-of-Date Living Room; Putting Individuality into a Six-Room Flat; How to Finish Floors, all the Steps in; Painting Old Furniture; Getting Color and Character into Bedrooms; Furnishing the Sun Room; New Ideas for the Dining Room; How to Use Color—with thirty color schemes for all the Rooms of the House.

STENCILS

We are increasing our line of stencils this year. Those shown on this page are new. Among them you will find furniture stencils as well as wall stencils. Order by number.





No. 201-3 INCHES WIDE-----PRICE 40¢



No. 217-3 INCHES WIDE---PRICE - 40¢



8 No. 362-3 inches wide, 80c



No. 388-2 inches wide, 50c



No. 415-7 inches wide, 80c



No. 427-5; in. wide, 70c

No. 427-5; in. wide, 70c



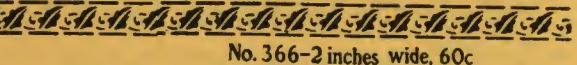
No. 447-10 in. wide, 80c



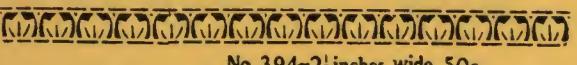
No. 731 3INCHES WIDE PRICE 40¢



No. 207-3 INCHES WIDE -----PRICE 30¢



No. 366-2 inches wide, 60c



No. 394-2½ inches wide, 50c



No. 452-4 in. wide, 80c



No. 488 9¾ INCHES WIDE PRICE 90



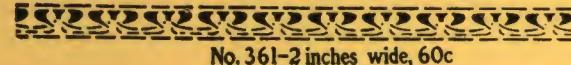
No. 693-12-INCHES WIDE PRICE 70¢



No. 206-2¾ INCHES WIDE--PRICE 40¢



No. 268-10½ INCHES WIDE-PRICE 80¢



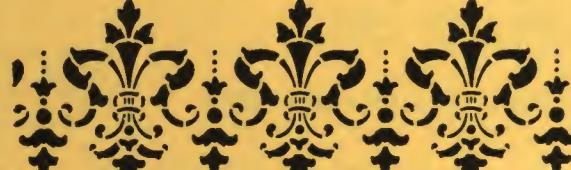
No. 361-2 inches wide, 60c



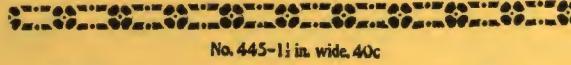
No. 370-9 inches wide, 80c



No. 392-8½ inches wide, 80c



No. 416-11½ inches wide, 80c



No. 445-11 in. wide, 40c



No. 733- 4-INCHES WIDE-PRICE 50¢



No. 738-14½-INCHES WIDE-PRICE \$1.00



757 Width 2½ in. 50¢



No. 778 2 INCHES WIDE PRICE 40¢

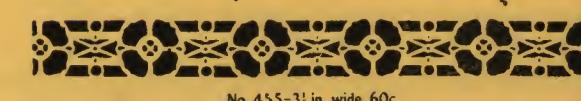


No. 794-3 in wide, \$1.00





No. 114-6 INCHES WIDE PRICE 30¢



Ladders and Tools

QUALITY PAYS

Quality should be the first consideration in buying ladders. Positively the last thing which should be considered is price, because life, health and happiness depends on the ladder.

SUGGESTIONS FOR CARE OF LADDERS

Ladders are usually shipped in the white, because a coat of paint applied by the manufacturer might be used to cover up defects. Nevertheless, every ladder should receive one or more coats of paint before being used. When not in use it should be kept under cover and either laid flat on the floor or suspended from pegs or nails placed about four feet apart.

PAINTER'S FAVORITE

STEP LADDER

This ladder is unexcelled for painters desiring an extra strong, dependable ladder. It can also be used as a trestle. Made of selected Pine. Fittings of pressed steel. Four heavy crescent irons brace each step. Solidly braced and heavily ironed throughout. Built to stand hard usage, yet light in weight.

No. 5013—6 foot, each	\$3.00
No. 5014—8 foot, each	4.25
No. 5015—10 foot, each	5.50



SUPERIOR

STEP LADDER

Here is an extra strong step ladder for general purposes. Legs are firm and well braced. Will stand hard usage. Made of selected pine with malleable iron and pressed steel fittings. Truss rods under each step. Extra braces under bottom step. Special handle spreader.

No. 5008—5 ft., each	\$2.85
No. 5009—6 ft., each	3.40
No. 5010—7 ft., each	4.00
No. 5011—8 ft., each	4.50
No. 5012—10 ft., each	5.60

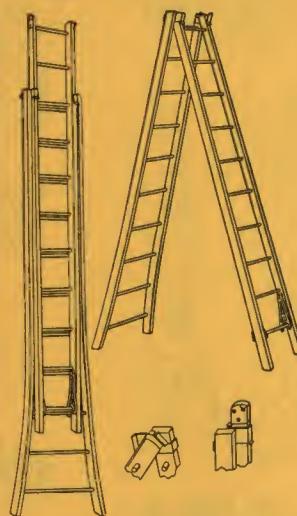


TRESTLE LADDERS



These ladders are built for strength and ease of handling. Heavy stock is used throughout, and the construction is very solid. A very desirable and dependable ladder wherever trestles are needed for either indoor or outdoor work. Made of Norway pine with rungs of hickory. The rungs are staggered, giving a six-inch rise to staging. Heavy eyebolt hinges. The price quoted is for a pair (2) trestles. Thus, a pair of 10-foot trestles means forty feet of trestle ladder.

No. 5210—6 ft., per pair	\$ 7.50
No. 5211—8 ft., per pair	9.90
No. 5212—10 ft., per pair	11.50
No. 5213—12 ft., per pair	15.00



EXTENSION

Ladders

This is a first class extension ladder. Made in two sections. Very strong, but light and easy to handle. Sections may be taken apart and used as separate ladders. Made of Norway pine with rungs of hickory. Fittings of malleable iron.

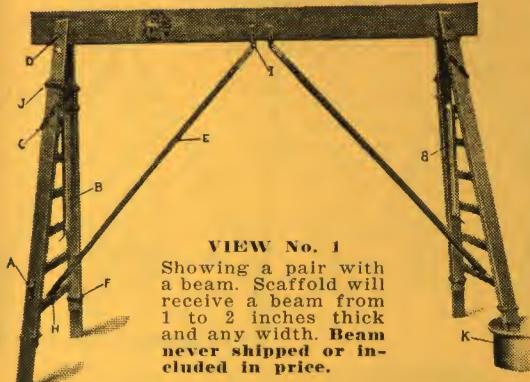
No. 5102—20 ft.	\$ 6.10
No. 5103—24 ft.	7.00
No. 5104—28 ft.	8.00
No. 5105—30 ft.	9.25
No. 5106—32 ft.	10.00
No. 5107—36 ft.	11.50
No. 5108—40 ft.	13.50

Combination Step and Extension Ladder

This is the handiest and best step and extension ladder made. Can be used as a trestle, step or extension ladder. Spruce stiles and hickory rungs make an exceptionally light and serviceable ladder.

No. 5100—6 ft. Step or 12 ft. Extension	\$3.75
No. 5101—8 ft. Step or 16 ft. Extension	5.00

Adjustable Folding Scaffolds



VIEW No. 1
Showing a pair with a beam. Scaffold will receive a beam from 1 to 2 inches thick and any width. Beam never shipped or included in price.

The wood is very best of Norway pine or fir. "A" Iron step; no stepladders needed to get up and down.

"B"—Brace for bumper "G" as per view 2; when not in use it drops down and locks, likewise bumper nose as in view 3.

"C"—Steel forgings that grasp the rail, making it absolutely safe, no matter how high you have it extended.

"E"—Heavy brace used when cross beam is used; always goes with the scaffold. Steel forged.

"F"—Steel forged clamp with wing nut, additional strengthening of ladder when extended, and a lock holding it together when closed.



VIEW No. 3
Showing scaffolds in use in painting a house.

"G"—Bumper nose 31 inches long, 3½ wide and 2 inches thick. This is the platform support; see it in use on opposite page.

Please note, no matter how high you have the scaffold extended, you are always 31 inches from the wall and positively safe.

"J"—Steel forging holding the two side rails together.

"K"—Step showing one leg on it; the other three are on the floor, but beam is perfectly level, adjustable any way you want it.

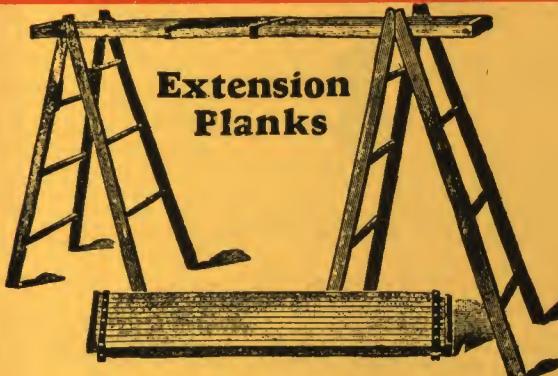
No. 5204—6½ ft., extends to 10½ ft. Spread of legs when not extended, 26 inches. Spread of legs when scaffold is extended, 42 inches.

No. 5204—Price, per pair.....

\$23.50



VIEW No. 2
Showing one scaffold with bumper nose open ready for business.



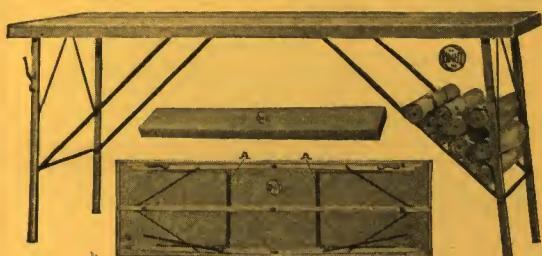
**Extension
Planks**

Every artisan who has had experience with staging will appreciate the great merit of this invention; the advantages may be summed up as follows:

Can be adjusted to fit any space. Does not spring. Will not warp. Always lies even. Affords a firm footing. Lighter than a plank of equal size. Very strong and durable. Can be carried up any stairway.

Made of finely selected southern pine, strongly ironed, well riveted and thoroughly inspected. Twelve inches wide.

No. 5125—6 ft. closed, 10½ ft. extended, 11½ in. wide, each.....	\$4.75
No. 5126—8 ft. closed, 13½ ft. extended, 11½ in. wide, each.....	6.00
No. 5127—10 ft. closed, 17½ ft. extended, 11½ in. wide, each.....	7.00



Improved Folding Paste Table

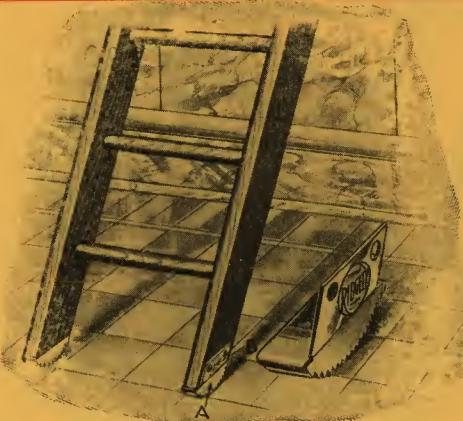
The lightest and most substantial on the market; also space and hooks for carrying straightedge and tools.

No. 5208—7 feet long, each.....

\$6.40

No. 5209—8 feet long, each.....

6.75

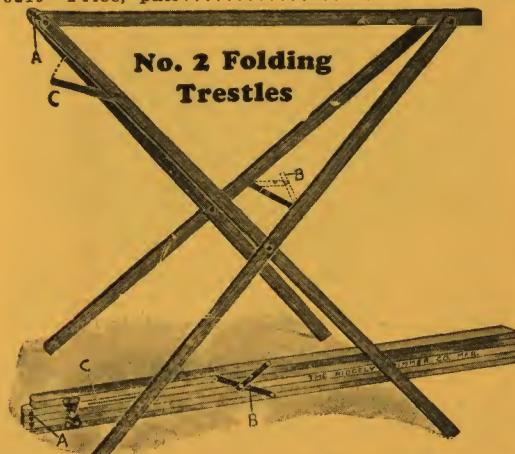


**Never-Slip
Ladder
Shoe**

Protects floor on inside, protects slipping on the outside; fits step ladder or ladder. "A" is the best rubber, ½ inch thick with heavy corrugations. "B" is steel shoe that screws to ladder.

No. 5219—Price, pair.....

65¢

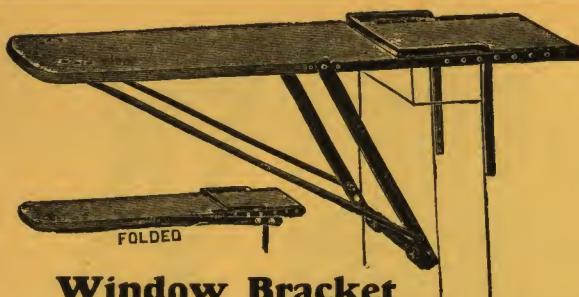


**No. 2 Folding
Trestles**

Made from select hard maple, adjustable to various heights from 30 to 34½ inches, with no pins to bother with, and always retains a perfect level on top. \$1.75

No. 5205—Per pair.....

Ninety-one



Window Bracket

No. 5220—Strong, folds up closely and weighs but 24 lbs. It is safe and can be quickly adjusted to any window. Useful for setting glass and painting sash. Size, 4 ft.

Each \$7.00

Ridgely Ladder Jacks



No. 5202—Per pair. \$2.90

Ridgely Ladder Hooks



No. 5201—Price each \$0.60



Pot Hooks

Heavy galvanized wire. Will not come off. With finger loop.

No. 5802—Each \$0.10



Ladder Rung Replacers

Made of steel. Will repair a broken rung as good as new in 5 minutes.

No. 5218—Each \$0.10



Ladder Extension

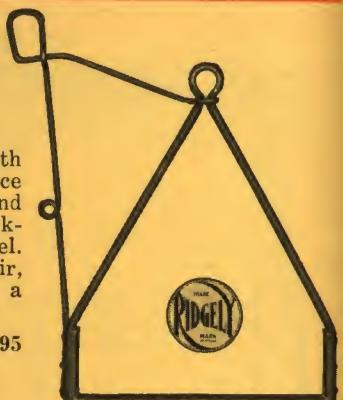
Quickly attached to ladders of all kinds. Adjusts to any required length. Equipped with extension leg three feet long. When used on narrow stairways it adjusts so that the base of the extension remains the same width as base of ladder.

No. 5221—Price, per pair..... \$4.25

No. 5788 Scaffold Iron

Scaffold irons with safety backs, slip a piece of 2x4 in loops at top and you can't fall off backwards. Made of best steel. Weigh 45 lbs. per pair, and will hold down a weight of 2,000 lbs.

Price, per pair \$6.95



Stage Hooks

No. 5786

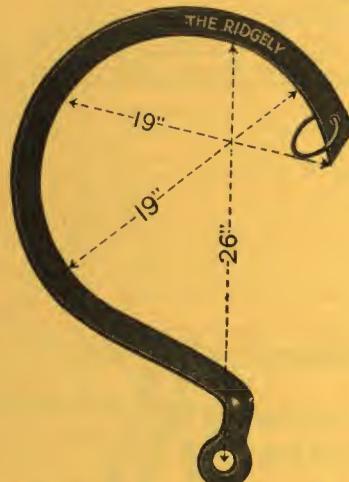
Size of steel is 2" wide by $\frac{5}{8}$ " thick and a pair will stand a load of 1,500 lbs. absolutely safe.

Price, pair \$5.50

No. 5787

Large size steel, 2" x $\frac{5}{8}$ ", and a pair will stand a down load of 1,400 lbs., absolutely safe. Where cut says 19" is 21" and 26" is 37" in this one. Price, pair \$6.10

These hooks are made of high-carbon steel and will stand the load we claim. You can buy cheaper hooks and we could furnish hooks to look just like them for half the money, but our policy is—where life is at stake, spare no expense.

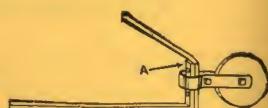


Roller Bumper

No. 5500

This roller bumper can be attached to any scaffold iron in two minutes. Never shipped with scaffold irons unless ordered, as they are extra.

Per pair \$2.10



Roof Brackets

This pressed steel shoe rests firmly in the roof. Absolute security. No more nailing cleats.

No. 5789—Each \$0.70



Paste Board

Seven feet long, 23 inches wide, 11 $\frac{1}{2}$ inches closed; made of white wood with four battings; 3 brass hinges; weight about 10 lbs.

No. 5206—7 feet long..... \$3.25

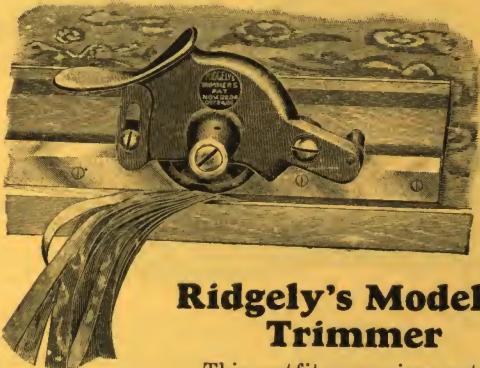
No. 5207—8 feet long..... 4.00



Iron-Strapped Blocks

In sets of four blocks, consisting of two single with becket, two double without becket, patent roller bushed.

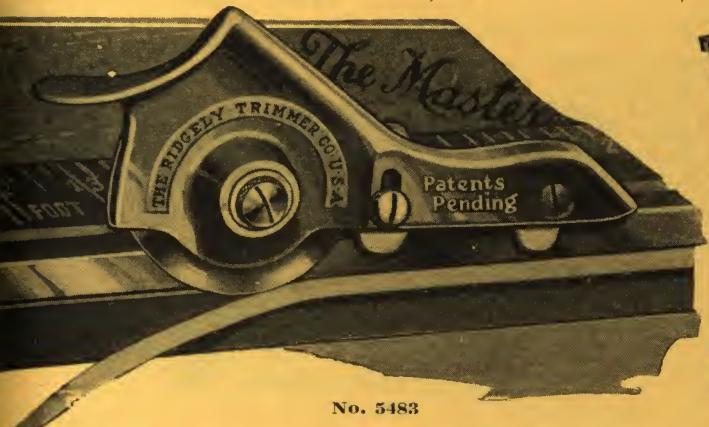
No. 5222—6-inch shell.
Takes $\frac{3}{4}$ -inch rope.
Per set \$11.00



Ridgely's Model D Trimmer

This outfit comprises a trimmer, straightedge and zinc strip three inches wide, on which the paper to be cut is laid.

8-foot outfits complete	\$7.00
7-foot outfits complete	6.50
5481—Trimmer only	2.75
5479—Straightedge only, 7-foot	3.75
5480—Straightedge only, 8-foot	4.25
5484—Trimmer Blades .....	.50
5485—Zinc Strip .....	.30



No. 5483

MASTER TRIMMER

The Talk of the Trade. This is Ridgeley's new trimmer, and the one that you want. The shape is materially changed to perfectly adjust the leverage. It comes to you greased for a life-time as well as a box of grease for use on the bearings.

It is much easier and much more accurate than the old-style trimmer. It has a perfect adjustment in the blade and runs on roller bearings, thus eliminating all friction. It has the proper shape to work with comfort and has a large leverage, which requires no filing and will last for years.

No. 5483—Each \$3.50



Ridgely's Trimmer Straightedge

Made of finest selected stock. Guaranteed to be true. Screwless brass edges are now anchored for life, and the method of anchoring the brass to the edge does away with screws working loose to jolt your blades.

No. 5479—7-foot straightedge \$3.75
No. 5480—8-foot straightedge 4.25



Brass Bound Straightedge

Made of finest selected stock. Well seasoned and brass bound. For knife use only.

No. 5475—6-ft., each \$3.20
No. 5476—7-ft., each 3.35
No. 5477—8-ft., each 3.65



Ridgelite Straightedge

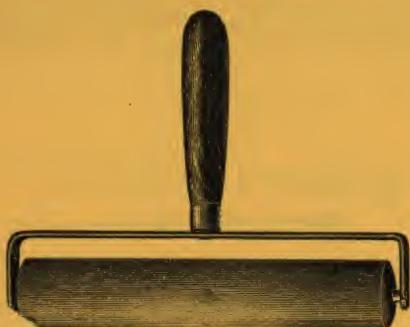
Ridgelite is the modern miracle. What has heretofore been thought impossible, science has now accomplished. At last we have a straightedge which is unaffected by heat, moisture or age. It is always perfectly straight and as strong or stronger than wood.

Think what it means to have a straightedge that is true at all times, regardless of conditions. It is made of a composition as hard as stone and as smooth as glass. This composition is molded into a straightedge which is always straight. It is absolutely guaranteed for 20 years. May be used with any Ridgely trimmer. Note the slot on the under side made of angle brass. Just slip your zinc in there for convenience and protection in carrying.

If you like a fine working outfit, outstanding in every feature, get one of these new Ridgelite Straightedges. Twenty-year guarantee.

No. 5474—7-foot \$12.50

Smoothing Roller



An old favorite with many. Covered with six-ply heavy flannel and detachable cambric cover. Spring in frame to remove roller. 9" weighs 14 ozs. each.

No. 5513—Price \$1.10

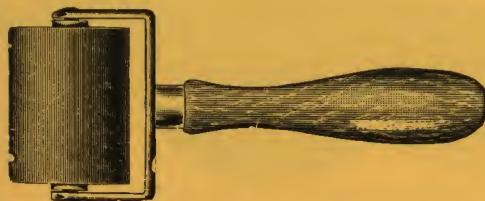


No. 5505 SEAM ROLLER

Made from Ridgelite, 2" face, nickel-plated. Each \$0.75



No. 5509 SIDE ARM SEAM ROLLER
Flat, 1 1/4". Each \$0.50



No. 5504 MAPLE SEAM ROLLER
Made from first quality maple, 2" face. Each \$0.40



No. 5508 SIDE ARM SEAM ROLLER
Oval, 1". Each \$0.50



No. 5510 SIDE ARM SEAM ROLLER
Bevel, 1". Each \$0.50



SMOOTHING ROLLER

Solid steel side arm, large maple handle, detachable; for work in corners and other difficult places to get at with a two-arm roller. Weight, 8 ounces.

No. 5512—4 1/2-inch, 6-ply flannel covered	\$1.30
No. 5514—No. 3. Maple, 9 inches wide	.55
No. 5515—No. 6 1/2. 4 1/2-inch rubber-covered	.90
No. 5516—Double arm, 9 inches, flannel cover detachable	.95



No. 5506
SEAM ROLLER
Zylonite Ivory,
1/2" face. Ea. \$0.60

No. 5501
SEAM ROLLER
Hardwood roller.
1 1/4" face.
Each \$0.35



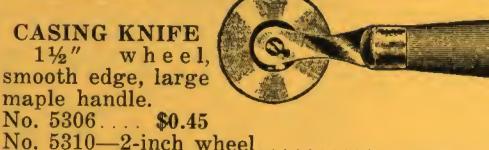
No. 5502 SEAM ROLLER

Same as No. 5501, only rubber covered, 1" space
Each

35c



No. 5503
SEAM ROLLER
Made from hard rubber, 2" oval face.
Each \$0.50



CASING KNIFE
1 1/2" wheel,
smooth edge, large
maple handle.
No. 5306 \$0.45
No. 5310—2-inch wheel

CASING KNIFE
2-inch wheel,
through cleaning
attachment,
nickel-plated,
No. 5309
Each 65c



large polished maple handle.

CASING KNIFE
1" wheel,
serrated
blade nickel-
el frame,
polished
large maple handle.

No. 5304—1-inch wheel 45c No. 5299—1 1/2-inch wheel 50c



No. 5305 CASING KNIFE
1 1/2" wheel, smooth edge, steel handle, highly nickel-plated.
Each 55c

No. 5308 CASING KNIFE
Same as above except for "serrated edge."
Each



No. 5303—Milled wheels and knife. Polished
large maple handle. Best of steel. 55c



No. 5307—2-inch wheel with protection thumb and finger guard to prevent cutting the hand. Nickel-plated frame, large, polished maple handle. **70c**
Each

BASE TRIMMER

For cutting paper into lengths, heretofore done with shears only and a very slow process. You can cut a room into lengths in one-fifth the time over shears. Made of tempered steel with wide bevel cutting edge. Will last a lifetime and hold its edge as long as it lasts.
No. 5315—16 inches long, 3 inches wide **\$0.55**



PUTTY KNIVES and SCRAPERS



Blade $3\frac{5}{8} \times 1\frac{1}{4}$. Ridge metal handle made of special alloy steel, that is rust-resisting and enables you to work it into comfortable hand-fitting shapes. Blades are welded into handles and never work loose. Blades of same quality as used in the very best of knives.

No. 5325—Stiff **25c** No. 5326—Half elastic **30c**



Blade $3\frac{3}{4} \times 1\frac{1}{4}$, ground, tempered, polished and cross-polished. Swelled Ridgelite handle. Color rich brown.

No. 5329—Stiff **35c** No. 5330—Half elastic **40c**



Blade $3\frac{3}{4} \times 1\frac{1}{4}$, tempered, polished, closed ferrule, burnt wood handle.

No. 5327—Stiff **25c** No. 5328—Half elastic **30c**



Blade $3\frac{3}{4} \times 1\frac{1}{8}$ ground, tempered, polished and cross polished. Swelled Ridgelite handle. Color rich brown.
No. 5333—Stiff **35c** No. 5334—Half elastic **40c**



Blade $4 \times 1\frac{1}{8}$, ground, tempered, polished and cross polished, plain Ridgelite handle; color, ebony. Truly a beautiful knife.

No. 5331—Stiff **40c** No. 5332—Half elastic **45c**



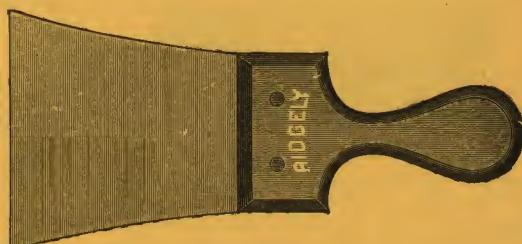
Blade $3\frac{1}{2} \times 1\frac{1}{8}$, a heavy knife for heavy work. Swelled Ridgelite handle, stiff.

No. 5335—Stiff **45c** No. 5336—Half elastic **50c**



SCRAPER

Blade tempered, polished and cross polished. Swelled ridgelite handle. Stiff.
No. 5350—3 in. stiff **\$0.55**
No. 5351—3 in. half elastic **.60**
No. 5352— $3\frac{1}{2}$ in. stiff **.60**
No. 5353— $3\frac{1}{2}$ in. half elastic **.65**
No. 5354—4 in. stiff **.65**
No. 5355—4 in. half elastic **.70**



WALL SCRAPER

$3\frac{1}{2}$ ins. wide, blade beveled, stiff. Polished and tempered spring steel, half elastic. Far superior to the ordinary scraper.
No. 5356—Each **30c**



PALLET KNIVES

Ridgelite handles, made from special ground steel to make them elastic where they should be elastic, not simply a thin steel that bends.

No. 5300—3-inch **80c** No. 5301—4-inch **85c**
No. 5302—5-inch **\$1.00**



HACKING KNIVES

4-inch hand forged blades, leather handles.
No. 5298 **40c**



COMBINATION PUTTY KNIFE

A combination putty knife, scraper and glazier's hammer. 2½ inches wide by 3¾ inches long. Tempered and polished. Ridgeite handle. Plenty of weight for driving points. A very practical, useful and durable tool.

No. 5346—Each \$0.65



WIZARD SCRAPER

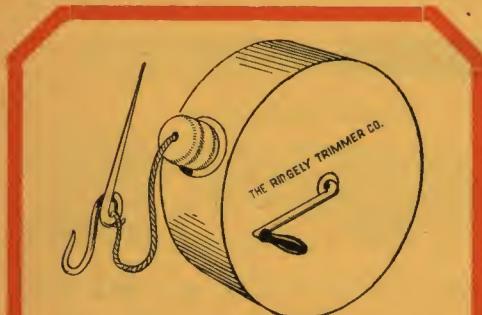
For removing gold leaf and paint from glass. Made of metal throughout. (Not with wooden handle as shown.) Uses replaceable razor blades. Blade not furnished. No. 5358—Each \$0.25



ROUND WIRE BRUSH AND SCRAPER

There is no heavy work this brush can't handle—painting bridges, ship sides, heavy castings, etc., and what the brush doesn't do the scraper will. Works fine when using varnish remover. The scraper is 3-inch tempered steel.

No. 2604—Each \$0.50



SELF-CHALKING CHALKING LINE

Reel holds 50 feet of line, and blue chalk enough to last for years. It can't get out of order. Always ready for work. No driving nails in the wall. No helper required. Simply stick the sharp little awl attached to the end of the line in the wall and snap the line. Three inches in diameter.

No. 9513—Each \$1.00



PAPER HANGER'S KNIFE

Blade 3⅓ x 1⅓ inches. Best of steel. Blade is not taper rolled. An excellent knife for the money.
No. 5317—Square Point. Each..... \$0.35
No. 5318—Round Point. Each..... .35



PAPER HANGER'S KNIFE

Blade 3⅔ x 1⅔ inches. Best steel blade, taper rolled. No better knife can be made. Large maple handle.
No. 5296—Square Point \$0.45
No. 5297—Round Point45



PASTE BUCKET AND STANDARD COMPLETE

No stooping or slopping on the floor when you have this outfit. The brush rests in a collander. Top makes a nice swipe for the brush. Any brush can be used.
No. 9521—Outfit complete \$2.75

ALL STEEL FOLDING STANDARD

Here is a neat and sturdy stand that will not tip over. Light in weight, but very strong. Folds up for carrying. All steel construction.

No. 9522—Each \$1.00



RELIEF BULBS

Freehand relief decorating is the most beautiful and artistic work that can be done with these bulbs. It is fast becoming the most popular. The most delicate designs can easily be executed with perfect freedom and accuracy. Any decorator can become proficient with them in a short time. Bulb and 9 tips in a set.

No. 9525—Per set \$2.75

PAINT AND KALSOMINE STRAINERS

No. 9526—Shown at the right is 5 inches wide at the bottom, 11 inches at the top. Brass wire bottom.
Each \$0.70
No. 9527—Shown at the left, is 6 inches deep by 8½ inches wide at the bottom; 13 inches at the top. Brass wire bottom.
Each \$0.85





Paperhangers' Shears

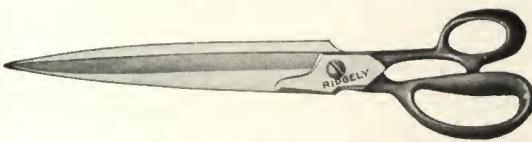
Japan handle, nickel-plated blade.

No. 5319—12 inch Straight Handle. Each.....	\$1.95
No. 5323—12 inch Bent Handle. Each.....	2.10
No. 5320—14 inch Straight Handle. Each.....	2.30
No. 5324—14 inch Bent Handle. Each.....	2.60

Shear Holder

Just the thing for the paperhanger or decorator. A device that takes care of your shears and keeps them always ready for your hand. No delay in bringing them into use or putting them back into the holder. The wire guard is kept in position by a blued steel spring that yields to the swing of the shears as you pass them through into the loop.

No. 5825—Each \$0.45



Paperhangers' Shears

Made to stand rough usage. Handles drop forging, with blades of high carbon steel, ground and well polished.

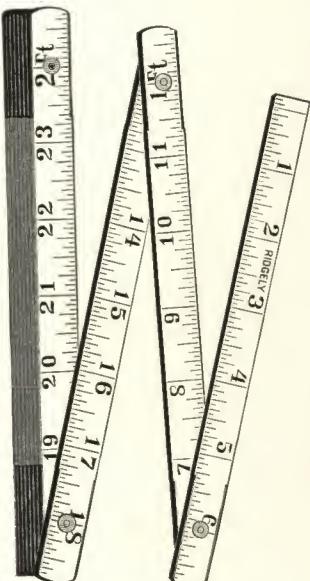
No. 5322—Each \$1.75



Cast Shears

A good pair of cast shears for paperhanger's use. Japan handle. Nickel-plated blade. Twelve inches in length. Not guaranteed against breaking.

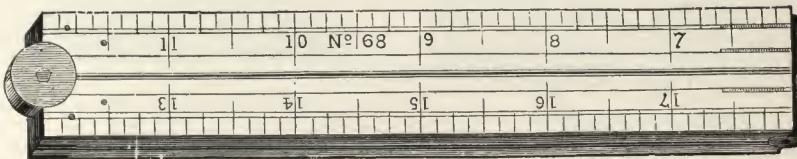
No. 5312—Each \$0.80



Zig-Zag Rules

Made of flexible hard wood with plated steel joints and tips. Each joint contains a stiff spring which holds the rule rigid when open. Near the end of each joint is a shield plate which keeps the sections from rubbing. Rules show foot marks running consecutively.

No. 5493—4 foot \$0.40
No. 5495—6 foot55

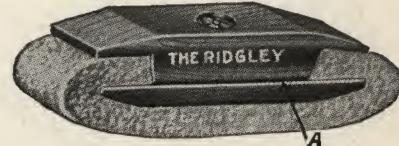
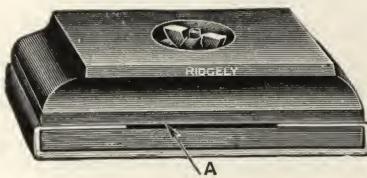


Boxwood Rules

No. 5490

Two feet, four fold, square joint. Full brass bound boxwood rule. 8th, 10th, 12th and 16th inch drafting scales. 1 inch wide.

Each \$1.25



Sandpaper Holder

Felt glued on bottom to form a cushion for sandpaper or emery paper; instantly changed by loosening a thumb-nut. The restful position it gives the wrist and fingers makes for easier and more rapid work.

No. 9044—5 1/2 x 2 1/2 inches \$0.35

Rubbing Pad

Made of high grade felt, 2 1/2 inches wide and 6 inches long by 1/2 inch thick. Felt held rigidly by thumb-screw in wood hand-piece, which separates at "A". Curved properly for comfortable work. Thumb-screw set in, leaving top of handrest smooth.

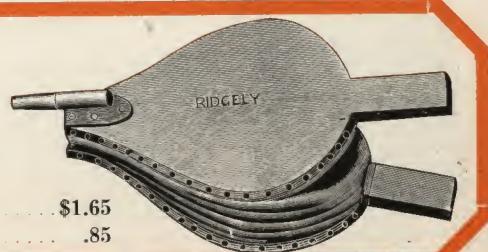
No. 9530— \$1.45

Sand Bellows

Notice the spout is set in the wood with no hinges, no possible chance to leak. Highest grade russet grain leather. Produces a long, strong blast. The improved sand cup is fine. Elbow at "A" prevents sand from working back into bellows.

No. 5754—Bellows only, 8 inch

No. 5821—Quart size Sand Cup



\$1.65

.85



No. 5773

Ideal Graining Roll Or Set

So simple that with very little practice a child could use them. Everyone can become a first-class grainer by using the Ideal Graining Roll. Per set, three pieces \$0.60



Leather Grainers

Made of pliable leather, packed in cardboard box, in sets of five combs to box, assorted. 20 inches. No. 5770—Per Set \$0.55



Triangular Rubber Comb

This rubber comb contains the three sizes of teeth—fine, medium and coarse—set in one handle. The most convenient rubber comb made. No. 5771—Each \$0.30



Steel Graining Combs

Made of English Blue Steel, packed in tin divided cases in sets of 30 inches, assorted 6, 9 and 12 teeth per inch. One, two, three and four inches wide.

No. 5768—Per Set \$1.20



Magic Roller

Just push it along and it grains like magic. Produces medium heart grains. Three inches wide. Wire handle.

No. 5774—Each \$0.45



Graduated Rubber Grainer

Very heavy rubber, long teeth with large bevel on them, graduated from very coarse to very fine. You get a rich, open grain effect with this comb. No. 5530—5 inches long. Each \$0.35

Special Grainer

Here is a graining tool that every painter will find handy. The corrugations are fine and produce some beautiful effects. With the comb and the quarter-sawed feature incorporated into this grainer, it will be found a very valuable tool. Comb feature is shown at "B".

No. 5529—Each \$0.40



Flexible Graining Tools

These tools are made of a special rubber composition, which combines toughness with great elasticity. The handles are of spring steel. Enables you to work quickly and easily with one hand anywhere you can reach. The only grainers that let you do that. Flexible, so that they conform instantly with any unevenness of the surface being grained, such as on concave moulding or on a round post. Instructions with each set.

No. 5772—Per Set \$2.10



Graining Check Roller

Made of zinc discs $1\frac{1}{4}$ inches in diameter. The discs revolve on an axle and produce over-grain effects.

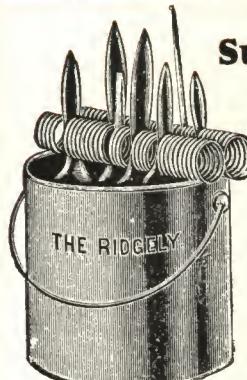
No. 5519—with Brush, $3\frac{1}{2}$ in. \$1.55

Shoe Protector

One of the most convenient things we have seen for the working painter has well been named "The Happy Thought." It is a canvas shoe guard or covering which slips over the foot and is retained in position by a metal spring. It is instantly put on or taken off, and saves the shoes from being spattered with paint or paste.
No. 5752—Per Pair.....\$0.50



Brush Suspender



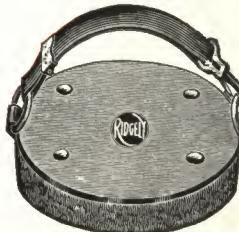
No. 5763. Brush Suspender, 9 in. long.....\$0.35

No. 5764. Brush Suspender, 18 in. long.....\$0.60

Lay the suspender across the bucket and the steel coils will hold any size or kind of brush in any depth of water and brushes.

or oil. Saver of time

Knee Protector



Faced with heavy leather, with soft felt pad $\frac{3}{4}$ -inch thick, attaching band elastic web. Any work that necessitates kneeling, this Protector will pay for itself in the saving of time the first day.

No. 5753

Per pair.....\$1.65

Steel Glass Cutters



Each

No. 5775—Red Devil Handle \$0.20

No. 5776—Rosewood Handle, good grade

.25

No. 5777—Favorite Magazine Cutter, with 6 extra wheels .30

No. 5778—Cheap Glass Cutter .15

Paint Burners



No. 5750—1 Pint\$5.50

No. 5751—1 Quart5.70

Paint Paddle



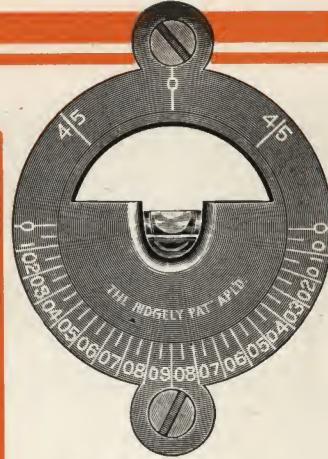
Saves half the time. No splashing. Strong wire handle with steel paddle. This perforated paddle mixes much faster than the old style solid ones.

No. 5524—Each\$0.15



No. 210 Decorating Roller

This device is a side-arm 5" roller, covered with a sponge, and about 2" in diameter. You simply saturate the sponge with the shade of paint desired and roll it off. You can do two or more color work by letting each coat dry. No experience necessary, but full directions with every roller.
No. 5517—.....\$1.00



Plumb and Level

Highly polished brass, 1½ inches in diameter. Imbeds in the straightedge. The inner brushing holding the bubble, turns easily to any degree, and remains where placed by the outer friction bands. The entire tool is sunk flush in the edge and can be used on either side of straightedge.

No. 5498—Each\$1.65



Plumb and Level

Machine casting, highly nickel-plated; can be used with any straightedge, and will give a plumb or level from floor or scaffold. Will pay for itself in a day in putting up plate rails. Guaranteed accurate.

No. 5496—Each\$1.75

HAMMERS

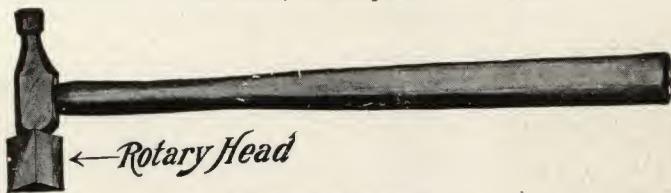


Magnet Hammer

All handles are 12 inches long. Heads drop-forged of the best steel, and will always retain the magnet.

No. 5805—8 oz. head, nickel-plated.....\$1.45

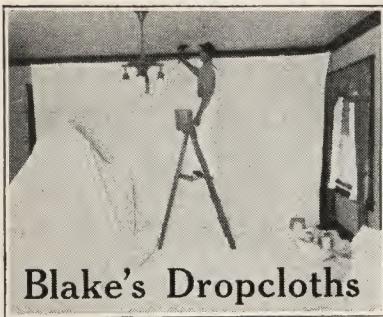
No. 5806—10 oz. head, nickel-plated.....1.85



Glazier's Hammer

The head is of tool steel, triangular in shape. The opposite end is of malleable iron, hammer shaped. The triangular end allows it to lie flat against the glass, no matter how you hold the handle. 10½ inches long, nickel-plated.

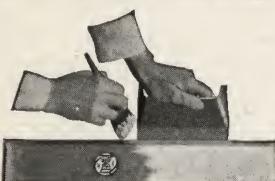
No. 5815—Each\$0.95



Blake's Dropcloths

Packaged drop cloths have come to stay. Painters like them. They are convenient. They are always ready when wanted. Made of high quality drill, in several standard sizes, they reach the painter clean and fresh, ready to go on the job. Made from strictly new clean drill. Double sewed chain stitched seams. Heavy and durable, and can be laundered.

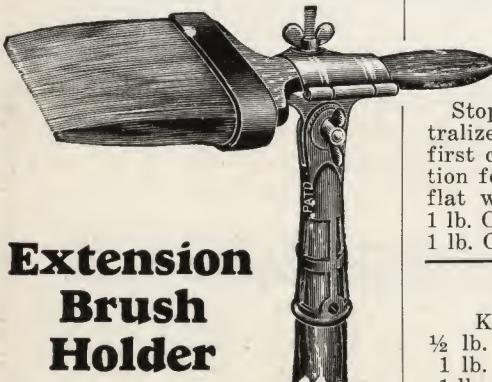
No. 5781—9x12. Price each \$3.50
No. 5783—12x15. Price each 5.35



PAINTER'S TIME-SAVER

A practical device to use while painting, varnishing or oiling window sash, mouldings, casings, etc. Prevents smearing glass or paper. When washing woodwork, prevents wetting paper.

No. 5797—Each \$0.15



Extension Brush Holder

Holds paint or kalsomine brush; is easily adjusted and remains rigid at any angle. Reaches the difficult places and saves much dangerous climbing. Holder only, without pole.

No. 5822—Each \$1.10

One Hundred

BAG-SHAPE KIT WITHOUT TRAY

For painters, decorators and paper-hangers. Because of its strong steel construction this kit will outlast those made of other materials.

No. 5798—16x9x11 inches \$3.75



CHAMOIS SKINS

No. 9550—13 x 17, each.....	\$0.50
No. 9551—16 x 21, each.....	.90
No. 9552—19 x 25, each.....	1.20



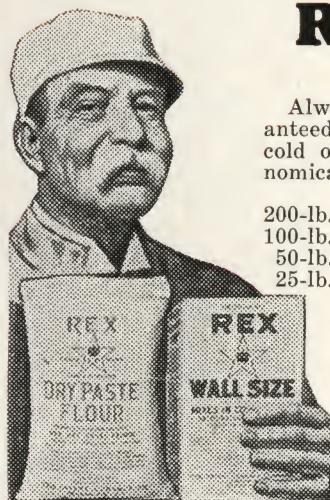
No. 9000—Steel Wool No. 00 \$0.45
No. 9001—Steel Wool No. 0 .. .30
No. 9002—Steel Wool No. 1 .. .25
No. 9003—Steel Wool No. 2 .. \$0.25

No. 9004—Steel Wool No. 3 .. .25
No. 9006—10c pkg., all sizes,
per dozen..... .90

Rex Dry Paste

No. 9125

Always uniform in quality and absolutely guaranteed by the manufacturers. Mixes easily in cold or warm water. Dries slowly. Very economical.



	Per Lb.
200-lb. bbls., bulk	\$0.10 1/4
100-lb. 1/2-bbls., bulk .....	.10 3/4
50-lb. drums, bulk .....	.11 1/4
25-lb. drums, bulk .....	.12 3/4
1 bbl., 38 5-lb. sacks, 190 lbs. ....	.11 3/4
1 bbl., 95 2-lb. sacks, 190 lbs. ....	.12 1/2
5-lb. sacks, per sack .....	.65
2-lb. sacks, per sack .....	.28

REX WALL SIZE

One of the best wall sizes on the market.

No. 7751—Per 1-lb. package ... \$0.25
No. 7751—Per dozen packages... 2.75

Munn's Wall Size

No. 7750

Stops suction, kills stains, neutralizes lime. Acts as a primer on first coater. A permanent foundation for kalsomine, wall paper and flat wall paint.

1 lb. Cartons, each \$0.50
1 lb. Cartons, per dozen 4.50

KILSTAIN

No. 9505

Kills all stains in plaster.

1/2 lb. package, each \$0.25
1 lb. package, each45
1 lb. packages, dozen 4.00

GLASS CUTTERS' CIRCLE SWEEP

20-inch cuts any circle from 3 to 20 inches. 40-inch, to 40 inches.
No. 5779—20-inch \$0.30
No. 5780—40-inch40



No. 9100

Adhesium

(Wall Paper Size)

The stickiest thing on earth—to make wall paper and heavy goods like burlap, pressed paper, Lin-O-Wall, etc., stick permanently on plaster, wood, metal and glass; also on kalsomined and painted surfaces.

1 Gallon Cans \$1.70
Quart Cans55

All Prices in This Catalog are Net. No Discount Allowed.

Window Shades and Curtain Fixtures

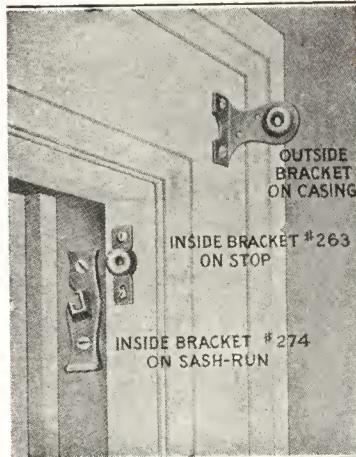
A New Big Profit Line For Painters

WE'VE added window shades to our complete line this year, direct from manufacturer to painter. Our policy of merchandising is to include in our line every possible item the painter can sell easily and profitably.

Quite naturally, when your customer is remodeling or modernizing his home or place of business, he's interested in doing the job complete. You'll observe in many cases that the shades are worn and dirty. At these low prices, you can easily sell new shades in dozens of

cases, and make a big profit. Armed with Great Western's low direct selling prices, hardly more than the suggestion is necessary to close the sale. For our low wholesale shade quotations will more than enable you to meet the competition of the largest dealers!

Send for Great Western's complete Window Shade sample book and start showing the samples, whenever occasion arises. You'll be surprised how many extra dollars you'll earn this year through this profitable sideline.



Make all measurements with a wooden yardstick or rule. Do not use a tape measure as it has more or less "give" to it and will stretch enough to make the measurement inaccurate.

How To Measure Shades

BE sure and get your measurements correct. It is an easy thing to do, but it means a whole lot. The simple directions below tell you how to do it. All it requires is carefulness. We guarantee that the shades will be made up properly, if you give us the right measurements.

There are three different measurements recognized in measuring window shades:

- 1—Outside measurement.
- 2—Inside brackets hung on stop or window casing.
- 3—Inside sash-run brackets.

In figuring outside measurements, have cloth extend over each side of casing an inch to an inch and a half. Give this cloth measurement.

In giving inside measurements, measure from jam to jam (wood to wood). Be sure to give exact measurements. Must be accurate to $\frac{1}{8}$ th of an inch. Give width of shades in inches and length in feet. Order shades 6 inches longer than window.

Always state which of the three measurements you want. If duplex shading is used, state the color which goes to the outside (towards the outdoors).

In sending orders for shades to be hung on inside brackets (hung either on the stop or the run), allowance will be made at our factory for the shades to fit properly in the brackets. Be sure to give us the exact wood to wood measure.

For Replacing Old Shades

For replacing old shades with new ones, you may find it easier to measure the old rollers than to take the measurements on the window itself. The diagram at the right shows three measurements that may be given. Specify the measurements you give.

All shades are equipped complete with brackets, eyelets, and crocheted rings. If better pulls are wanted, see page 104.



Made of Victor Hand-Made Duplex

Width, inches	18	36	38	42	45	48	54	63	72
Length, feet:									
3	.67	.87	.93	1.15	1.29	1.40	1.70	2.80	3.75
4	.78	1.00	1.04	1.26	1.43	1.50	1.84	3.09	4.15
5	.90	1.15	1.18	1.43	1.61	1.72	2.07	3.64	4.55
6	.98	1.24	1.32	1.57	1.80	1.90	2.29	3.98	4.95
7	1.09	1.38	1.45	1.74	1.99	2.12	2.52	4.42	5.45
8	1.28	1.56	1.64	1.90	2.15	2.32	2.74	4.88	5.90
9	1.47	1.75	1.80	2.29	2.34	2.53	2.99	5.34	7.10
10	1.57	1.98	2.04	2.38	2.51	2.71	3.21	5.77	7.60
11	1.75	2.16	2.21	2.58	2.78	2.86	3.45	6.34	7.99
12	1.87	2.31	2.31	2.70	2.93	3.14	3.68	6.68	8.51

Made of Luxor Unfilled Tinted Cambric Plain

Width, inches	18	36	38	42	45	48	54	63	72
Length, feet:									
3	.70	.93	.97	1.22	1.45	1.52	1.78	2.75	3.50
4	.80	1.04	1.08	1.35	1.59	1.70	1.95	3.05	3.90
5	.90	1.18	1.21	1.52	1.77	1.90	2.22	3.49	4.35
6	1.00	1.32	1.34	1.70	1.90	2.10	2.48	3.90	4.75
7	1.15	1.46	1.49	1.85	2.14	2.35	2.70	4.35	5.25
8	1.30	1.60	1.64	2.04	2.30	2.50	2.95	4.75	5.70
9	1.50	1.80	1.85	2.20	2.52	2.70	3.20	5.25	6.90
10	1.65	2.04	2.10	2.47	2.69	2.90	3.42	5.65	7.35
11	1.80	2.20	2.29	2.65	2.90	3.16	3.66	6.15	7.84
12	1.95	2.35	2.40	2.81	3.10	3.38	3.89	6.50	8.40

Made of Luxor Unfilled Tinted Cambric Duplex

Width, inches	18	36	38	42	45	48	54	63	72
Length, feet:									
3	.99	1.02	1.29	1.54	1.60	1.90	3.02	3.90	
4	1.15	1.16	1.43	1.70	1.87	2.10	3.35	4.32	
5	1.27	1.32	1.65	1.94	2.09	2.39	3.85	4.80	
6	1.45	1.50	1.82	2.15	2.31	2.65	4.39	5.25	
7	1.61	1.67	2.06	2.39	2.57	2.95	4.85	5.80	
8	1.80	1.83	2.29	2.60	2.83	3.20	5.30	6.55	
9	2.00	2.07	2.50	2.85	3.00	3.50	5.82	7.56	
10	2.27	2.34	2.80	3.10	3.31	3.75	6.32	8.05	
11	2.48	2.54	3.06	3.40	3.60	4.05	6.85	8.70	
12	2.68	2.70	3.28	3.59	3.84	4.35	7.35	9.25	

Made of Excelsior Machine Made Oil Shading

Width, inches	18	36	38	42	45	48	54
Length, feet:							
3	.54	.67	.72	.92	1.06	1.17	1.50
4	.63	.74	.82	1.04	1.20	1.32	1.65
5	.71	.84	.92	1.14	1.31	1.46	1.80
6	.80	.92	1.02	1.27	1.45	1.61	1.96
7	.89	1.03	1.13	1.38	1.60	1.76	2.15
8	1.04	1.18	1.31	1.60	1.73	1.93	2.35
9	1.24	1.37	1.51	1.80	1.88	2.10	2.53
10	1.33	1.47	1.61	1.94	2.02	2.26	2.73
11	1.45	1.60	1.74	2.10	2.20	2.32	2.90
12	1.54	1.69	1.85	2.24	2.36	2.61	3.10

Jacard Special Order Shades

Width, inches	18	36	42	45	48	54
Length, feet:						
3	.92	1.01	1.35	1.76	1.87	2.04
4	1.03	1.16	1.51	1.92	2.03	2.23
5	1.15	1.30	1.68	2.09	2.23	2.40
6	1.26	1.43	1.71	2.27	2.47	2.68
7	1.41	1.61	2.06	2.51	2.74	2.99
8	1.65	1.86	2.29	2.75	2.97	3.29
9	1.93	2.14	2.58	2.99	3.34	3.57
10	2.10	2.22	2.78	3.39	3.49	3.88

This is an extremely fancy and high-class line of shades. Special shade book furnished free upon request. Get this sample book and see just how beautiful these Jacard Shades really are.

Made of Victor Hand-Made Opaque Cloth

Width, inches	18	36	38	42	45	48	54	63	72	82	90	102	108	120	150
Length, feet:															
3 .....	.60	.80	.83	1.10	1.20	1.35	1.68	2.59	3.35	5.52	5.80	7.25	12.12	15.50	21.50
4 .....	.70	.91	.96	1.20	1.32	1.45	1.86	2.85	3.67	5.90	6.25	7.91	13.77	16.74	23.83
5 .....	.79	1.03	1.04	1.32	1.50	1.61	2.00	3.24	4.05	6.40	6.78	8.60	15.42	18.40	25.79
6 .....	.89	1.16	1.17	1.44	1.63	1.78	2.20	3.60	4.43	6.90	7.25	9.29	16.97	20.04	27.77
7 .....	.99	1.27	1.31	1.59	1.80	1.96	2.42	4.00	4.85	7.40	7.65	10.00	17.73	21.69	35.20
8	1.14	1.44	1.48	1.76	1.96	2.14	2.65	4.45	5.28	7.90	8.35	10.70	20.36	23.34	37.17
9	1.30	1.61	1.67	1.95	2.13	2.32	2.85	4.78	6.37	8.40	8.89	11.40	22.01	24.99	39.16
10	1.40	1.80	1.86	2.18	2.30	2.50	3.09	5.17	6.80	8.85	9.43	12.25	23.67	26.69	41.14
11	1.51	1.90	2.00	2.38	2.50	2.74	3.30	5.76	7.22	9.35	9.90	15.72	26.84	28.31	43.12
12	1.62	2.05	2.15	2.51	2.66	2.92	3.53	5.97	7.69	9.90	10.48	16.50	29.48	29.96	45.12

Standard Corded-Stripe Hollands. Colors: Ecru, Pongee, Linen

Width, inches	32	36	38	40	42	44	48	54	60
Length, feet:									
3	1.01	1.05	1.06	1.26	1.29	1.49	1.64	1.97	2.41
4	1.14	1.20	1.24	1.45	1.50	1.70	1.85	2.23	2.71
5	1.27	1.33	1.41	1.64	1.72	1.92	2.07	2.50	2.96
6	1.40	1.48	1.58	1.80	1.93	2.12	2.30	2.75	3.28
7	1.57	1.67	1.78	2.04	2.16	2.36	2.56	3.07	3.62
8	1.78	1.91	2.04	2.32	2.44	2.63	2.83	3.37	3.97
9	2.05	2.17	2.34	2.63	2.77	2.86	3.10	3.68	4.33
10	2.22	2.37	2.52	2.84	2.98	3.12	3.37	4.00	4.68

Standard Corded-Stripe Hollands. Color: White

Width, inches	32	36	38	40	42	44	48	54	60
Length, feet:									
3 .....	.98	1.01	1.02	1.23	1.28	1.44	1.60	1.94	2.39
4	1.09	1.15	1.19	1.41	1.48	1.66	1.81	2.19	2.68
5	1.22	1.30	1.35	1.58	1.67	1.87	2.01	2.44	2.95
6	1.35	1.43	1.52	1.74	1.85	2.07	2.23	2.69	3.22
7	1.52	1.60	1.71	1.97	2.09	2.31	2.53	2.97	3.58
8	1.73	1.83	1.94	2.24	2.39	2.54	2.76	3.30	3.95
9	1.96	2.08	2.20	2.55	2.69	2.77	3.04	3.60	4.25
10	2.14	2.26	2.40	2.77	2.94	3.01	3.10	3.92	4.61

Bancroft Sunfast Holland. Colors: White, Ecru, Linen

Width, inches	32	36	38	40	42	44	48	54	60	72
Length, feet:										
3 .....	.96	.97	1.02	1.18	1.23	1.42	1.56	1.85	2.28	3.20
4	1.06	1.10	1.19	1.35	1.41	1.60	1.74	2.09	2.54	3.52
5	1.19	1.25	1.32	1.53	1.60	1.78	1.95	2.36	2.82	3.90
6	1.29	1.39	1.48	1.71	1.79	1.97	2.16	2.60	3.08	4.17
7	1.48	1.55	1.66	1.91	1.99	2.19	2.39	2.85	3.39	4.57
8	1.67	1.75	1.91	2.16	2.29	2.43	2.63	3.14	3.69	4.98
9	1.91	2.00	2.17	2.43	2.57	2.67	2.86	3.42	4.04	6.04
10	2.08	2.15	2.36	2.62	2.75	2.89	3.10	3.70	4.34	6.45

Bancroft Sunfast Holland. Colors: Green, Olive Green

Width, inches	32	36	38	40	42	44	48	54	60	72
Length, feet:										
3	1.01	1.04	1.07	1.22	1.32	1.48	1.64	1.93	2.41	3.33
4	1.14	1.20	1.18	1.41	1.51	1.70	1.85	2.20	2.72	3.70
5	1.30	1.35	1.43	1.60	1.72	1.91	2.05	2.44	3.02	4.05
6	1.41	1.51	1.60	1.78	1.92	2.10	2.28	2.74	3.36	4.42
7	1.58	1.68	1.80	1.99	2.15	2.37	2.53	2.99	3.72	4.88
8	1.82	1.93	2.06	2.28	2.43	2.60	2.79	3.33	4.08	5.32
9	2.06	2.20	2.34	2.58	2.77	2.84	3.07	3.64	4.40	6.40
10	2.25	2.39	2.53	2.80	2.98	3.07	3.31	3.96	4.80	6.85

Anchor Stock Shades

Made of water color opaque. Mounted on a spring roller.
The price per dozen is for dozen lots all same width, length, color.
36 inches wide, 6 feet long. Dozen.. \$6.10 Each.. \$0.62 36 inches wide, 7 feet long. Dozen.. 6.75 Each.. .68

Decorative Shades

You'll find many of your customers will be interested in buying special shades to harmonize with room decorations or personal tastes, rather than buying the plain shades. Illustrated in the cut to the right are six Great Western shade endings, including the more popular and artistic numbers. You can show them to your customer from this one page in the catalog. We'll furnish you with a shade sample book to select the cloth patterns from.

In ordering shade endings, be sure to specify the style number, (printed in red on each ending on illustration, right) and whether customer desires silk or cotton fringe. Add 1½c per inch for 3-inch silk fringe, 1c per inch for 2-inch cotton fringe.

Shade Pulls

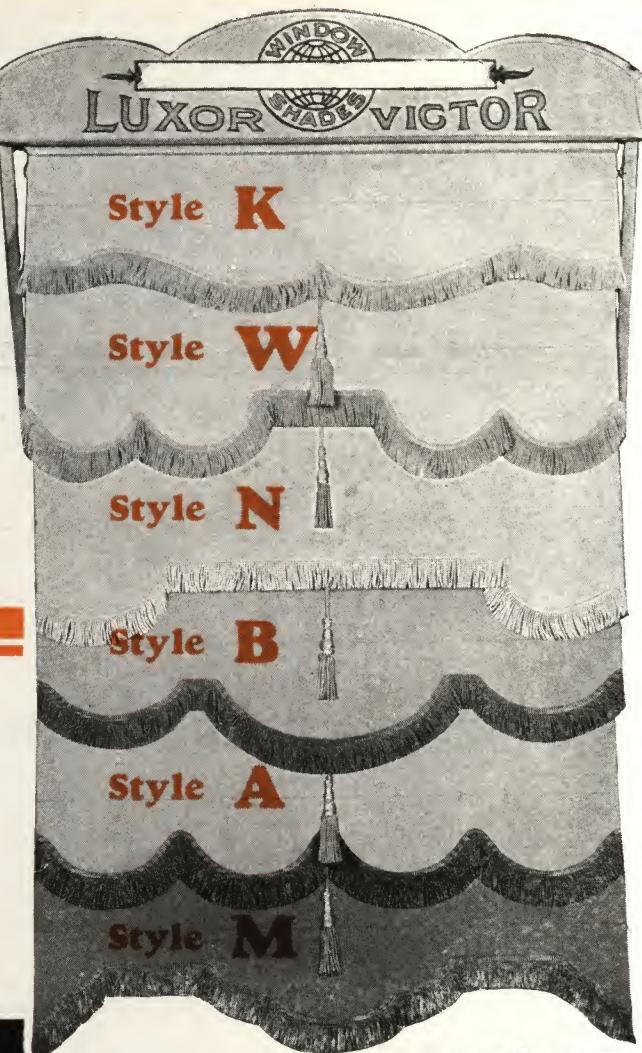
The present day trend toward more beautiful home decorations, nation-wide, is responsible for the greatly increased demand for decorative shade pulls. Great Western lists below some of the more popular numbers:



No. 81—Rayon Silk
Crochet Tassel.
Price, per doz.....\$2.50
Each25



No. 40—Rayon Silk
Tassel.
Price, per doz.....\$1.25
Each12



No. 20—Rayon Silk Ring Shade Pull.	\$0.40
Price, per doz.....	.04
Each	
No. 25—Cotton Ring Shade Pull.	\$0.18
Price, per doz.....	.02
Each	

Great Western's PAINTER'S SHADE BOOK



It's Free-- SEND FOR YOUR SAMPLE COPY

We've prepared this handy shade book that will fit easily into your hip pocket. Carry it with you on all jobs where you think there is a chance to sell new shades. You'll be amazed at the orders you'll pick up during the year from this new sideline, at these remarkably low prices. (See price list on two pages preceding.)

The sample book includes dozens of new patterns in shade cloths, in almost every conceivable color range. Show it to your customers—the samples are actual swatches of the finished shades.

Spanish Style Extension Rods

No. 9211-69—Castilian Bronze (black touched with gold). Also No. 9211-73—Alhambra Bronze (Polychrome). Extends 24 to 48 inches. Brackets project 3 inches. Complete set, including rod, brackets, center ornament and 10 wire rings. Packed one set in a box.

Per set \$1.70

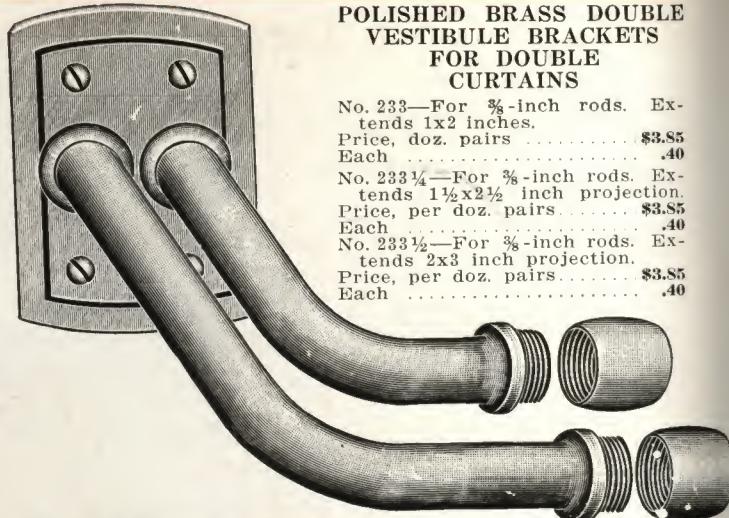
No. 9H6-69—Castilian Bronze (Black and Gold). Rods extend 28 to 48 inches, with 10 cast iron rings. Packed one in a box.

Price, each \$2.25



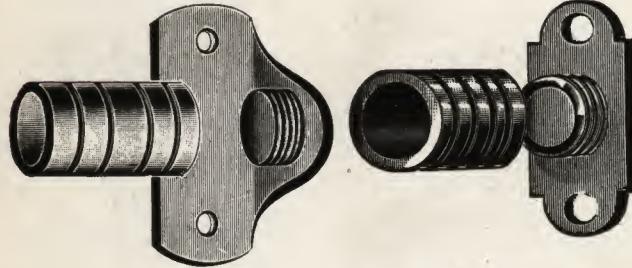
POLISHED BRASS VESTI- BULE BRACKETS

No. 232%—For $\frac{3}{8}$ " rods.
 Price, per doz. pairs, doz. **\$1.85**
 Each **.20**
 (1, $1\frac{1}{2}$, 2 or $2\frac{1}{2}$ inches projection. State size when ordering.)

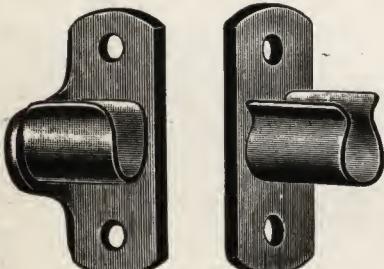
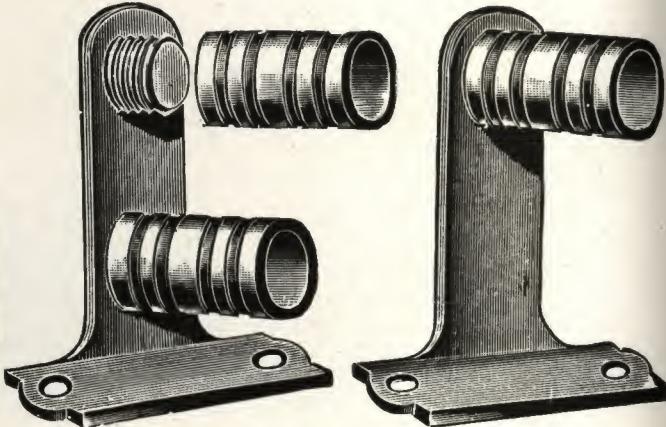


IRON FILLED VESTIBULE ROD (12-ft. lengths)

Brass plated. Price per foot, cut lengths.....\$0.07
Brass plated. Price per foot, 144 ft. lots.... .06



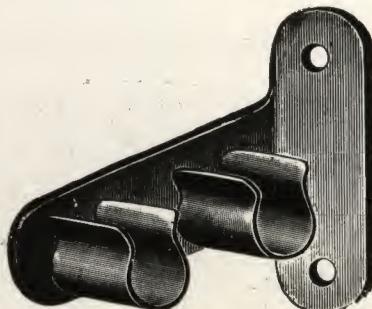
No. 441—Heavy brass, polished. For $\frac{3}{8}$ -inch rods.	Extra long barrels. Heavy brass, polished. For $\frac{3}{8}$ -inch rods.
Price, per doz. pairs... \$1.05	Price, per doz. pairs... \$0.90
Each 12	Each 10



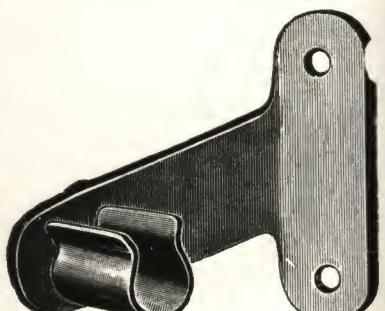
No. 0355—Steel brass plated. For
3/8-inch vestibule rod.

Price, per doz. pairs..... \$0.50

No. 0750—Steel brass plated.
Price, per doz. pairs..... \$0.50



No. 344— $\frac{3}{8}$ -inch, Projection over all
 $\frac{1}{8}$ inches. Polished brass. For
 $\frac{3}{8}$ -inch rods.
Price, per doz. pairs **\$0.95**
(Projection to inner support, $\frac{1}{2}$
inch. Distance from center to cen-
ter of supports, 1 inch.)



No. 341— $\frac{3}{8}$ -inch Vestibule Bracket
Polished brass. Projection $1\frac{1}{2}$
inch. For $\frac{3}{8}$ -inch rods.



The decorative end shown above is a very popular number. For 1½-inch pole.
No. 662½—Unfinished.

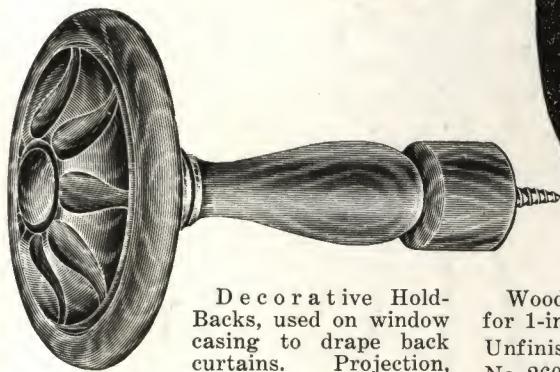
Per pair \$0.50
No. 6620½—Polychromed.
Per pair 1.10

The bracket, illustrated right, is steadily growing in demand. Size, 5x9 inches. Measurement from casing to inside of pole, 2½ inches.
No. 662—Unfinished.

Per pair \$0.45
No. 6620—Polychromed.
Per pair 1.00

Bracket illustrated at right is used with No. 665 end. Size 4x9 inches. Measurement from casing to inside of pole, 2 inches.

No. 634—Unfinished.
Per pair \$0.40
No. 6340—Polychromed.
Per pair90



Decorative Hold-Backs, used on window casing to drape back curtains. Projection, 4½ inches.

No. 366—Unfinished. Per pair....\$0.70
No. 3660—Polychromed. Per pair.. 1.50

Wood pole ring, (above) for 1-inch or 1½-inch pole.
Unfinished, per doz.... \$0.30
No. 260—Polychromed.
Per doz.90



Hand carved bracket. Size 4x7 inches. Measurement from casing to inside of pole, 2 ins.
No. 671 — Unfinished. Per pair. \$0.55
No. 6710 — Polychromed. Pair.. 1.10



Twisted Basswood Pole, size 1½ inches only by 12 ft.

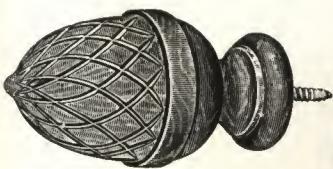
Unfinished. Price, per foot in 12-ft. lengths.....\$0.13
Polychromed. Price, per 12-ft. pole..... 3.30

Plain Pole, 1½-inch by 12 feet.

Unfinished. Price per foot, in 12-foot lengths.....\$0.08
Polychromed. Price per 12-foot pole..... 2.00

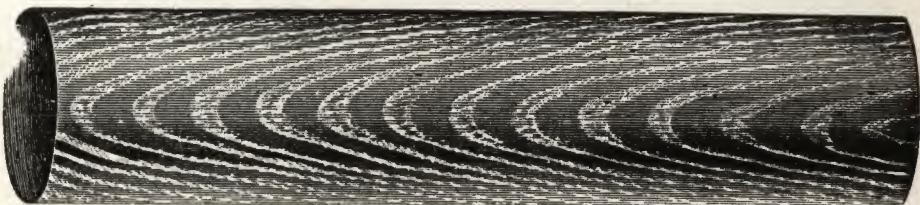


Center Ornament. For use on either plain or twisted 1½-inch poles. Length, 6½ inches.
No. 664—Unfinished. Each.....\$0.50
No. 6640—Polychromed. Each90

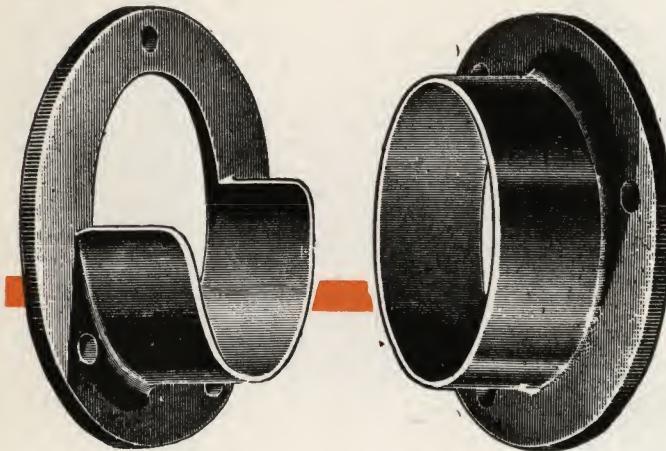


Acorn Ends. For 1½-inch pole. Size 2¼x4 inches.

No. 665—Unfinished.
Per pair \$0.55
No. 6650—Polychromed.
Per pair95



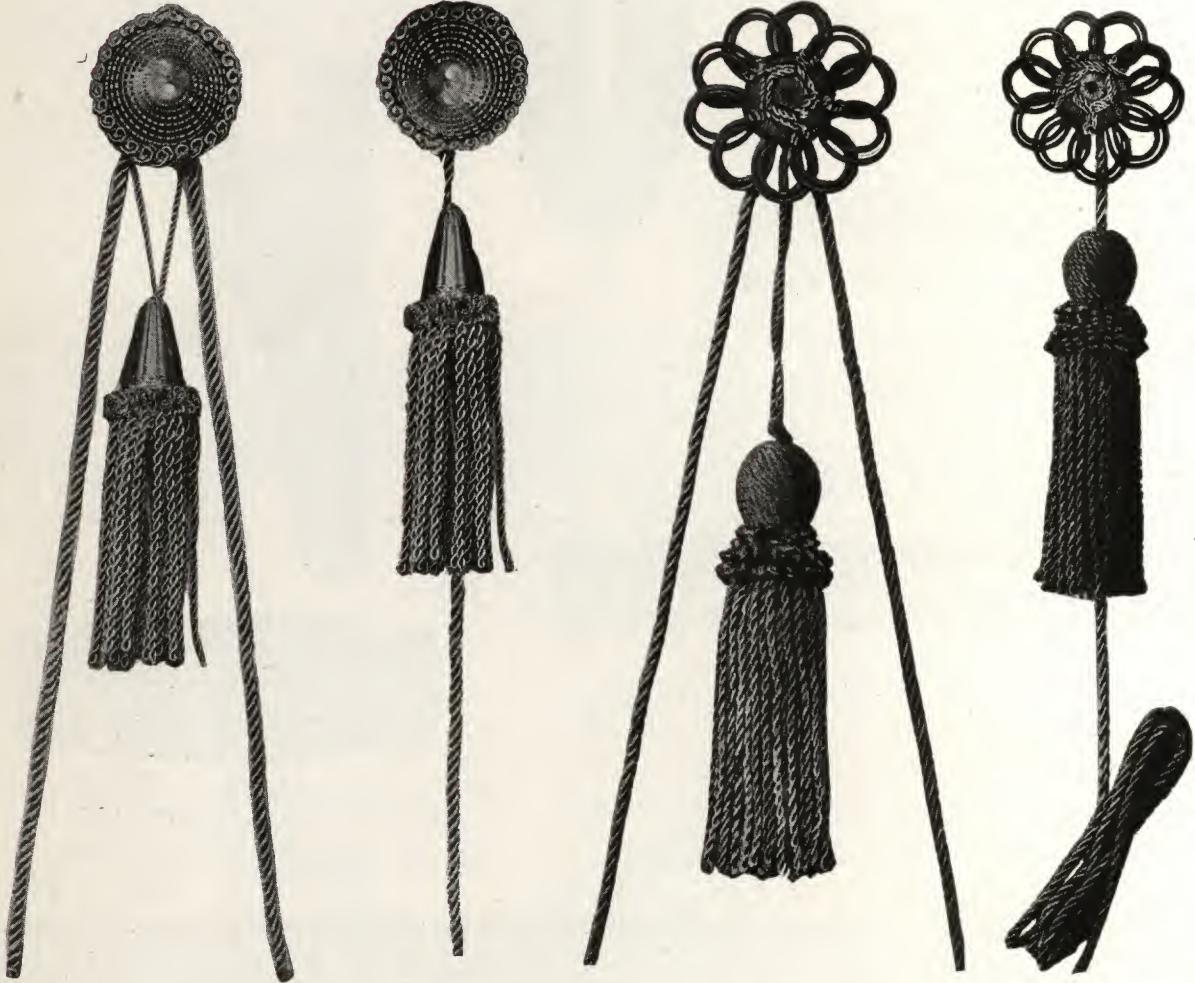
Wood Curtain Poles. Imitation Oak and Mahogany and unfinished. Imitation Mahogany; 1½-inch. 8 and 12-ft. lengths. Per foot.....\$0.08½
Imitation Oak; 1½-inch. 8 and 12-ft. lengths. Per foot..... .08½



BURNISHED BRASS SOCKETS

These popular sockets are offered in three convenient sizes, 1-inch, 1 $\frac{3}{8}$ -inch, and 1 $\frac{1}{2}$ -inch. All highly polished.
 Price, per dozen pairs \$1.35
 Price, per pair15

Picture Cords



No. 8862

No. 8862—High quality silk mirror cord; 2-inch rosette; 4-inch tassel; 48-inch cord. Colors: Blue, Rose, Gold, Mulberry, Green and Polychrome. Price, each 45c
 (Note that No. 8862 and No. 8863 rosettes and tassels are made to match.)

No. 8863

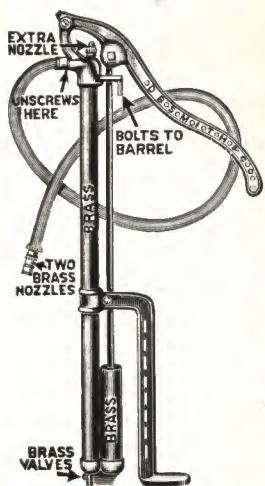
No. 8863 — Mirror Cord. Highest quality silk; 2-inch rosette; 4-inch tassel; 48-inch cord. Colors: Blue, Rose, Gold, Mulberry, Green and Polychrome. Price, per pair 75c

No. 8294

No. 8294—Good quality special silk Picture Cord. 2 $\frac{1}{2}$ -inch rosette; 5-inch tassel; 48-inch cord. Colors: Blue, Rose, Gold, Mulberry, Green and Polychrome. Price, each 65c
 (Note that No. 8294 and No. 8293 rosettes and tassels are made to match.)

No. 8293

No. 8293—Good quality silk Mirror Cord. 2 $\frac{1}{2}$ -inch rosette; 3-inch tassel; 48-inch cord. Colors: Blue, Rose, Gold, Mulberry, Green and Polychrome. Price, per pair 95c



No. 5757 Brass Spray Pump

Double Action

(Fits any pail or bucket and may be attached to barrel)

Throws a stream 50 feet that may be regulated from the finest to a very coarse spray. Used for all spraying purposes.

The malleable stirrup may be detached and the pump used in a barrel by bolting to the staves through casting provided for this purpose, which makes it an especially good barrel pump outfit.

Brass: Barrels, castings, valves, valve seats, nozzles.

Iron: Foot rest and handle.

Nezzles: For large, broad, fine mist or coarse or long distance spray.

Hose: Three feet best quality.

Height: 31 inches.

Price, each

\$4.75

No. 5760 Radio Barrel Spray Pump



A high grade, powerful spray pump with all brass working parts for spraying paints, whitewash, Carbola, etc.

Requires no priming, with slow, easy pumping a heavy constant pressure is maintained on the nozzle, producing a powerful, continuous, unbroken spray. Quickly attached to any barrel by bolting pump head casting to upper end of barrel staves.

All valves and seats are brass

ground together, making these parts air tight.

Height—37 in. Specifications

Air Chamber—Boiler tubing, 29 in. by $2\frac{1}{2}$ in.

Brass—Pump cylinder, 7 in. by $1\frac{1}{8}$ in.; ball valves and seats.

Agitator—Duplex.

Nozzle—Brass, non-clog.

Two spray discs for large, broad mist or coarse spray as desired.

Hose— $12\frac{1}{2}$ ft., $\frac{1}{2}$ -in., 5-ply, best grade. Packed one in box.

Shipping weight 40 lbs. \$12.50 each.

NEW BLIZZARD Continuous Lacquer Sprayer



The Trouble Is Left Out
A Real High-Grade
Continuous Sprayer

Used extensively for spraying Great Western Lacquer. However, when used for this purpose Great Western Lacquer should be thinned with one-fourth Great Western Lacquer Thinner. Intended for redecorating furniture, automobile bodies and similar jobs.

Double seamed tank, strong and durable. All brass working parts. Two brass nozzles, one for forward spraying, one for spraying at an angle. Detachable tank with large brass opening for filling. Discharge tube easily cleaned.

No. 5761 BANNER Compressed Air Sprayer

Equipped with a seamless brass pump, 2 in. in diameter, with cast brass pump head carefully machined, will never rust or corrode—it makes a nice fit. The pump cylinder is held fast to pump head and does not come apart each time the pump is removed from tank, still it may be quickly taken apart if desired. The pump handle is malleable iron and will not break. Pump screws into center of tank and a few strokes of the pump charges the tank with compressed air, when it is ready for use and the labor is done.

For spraying whitewash, cold water paints, disinfectants, cow spray, sheep dip, oils. For cleaning automobile motors and spraying oil on springs.

For washing automobiles, windows, and for staining shingles and porch furniture. Excellent for removing wall paper, and it is a great fire extinguisher. It sprays anything in liquid form and is easily operated.

Price, each \$6.00

SPECIFICATIONS

Height: 25 in. by $7\frac{1}{4}$ in.

Tank: Capacity about 4 gallons. Made of heavy galvanized steel. Well riveted and double seamed to stand heavy pressure.

Pump: Heavy seamless brass. 3-in. diameter, with heavy cast brass pump head.

Hose Section: 2 ft. $2\frac{1}{2}$ in. 5-ply, best grade. Coil spring.

Nozzle: Golden Automatic, Non-Clog.

Brass Extension: 2-ft. Angle.

Shoulder Strap: Adjustable, with snap ends for quickly removing. Packed in case. Shipping weight 10 lbs.



No. 5762 Tank Sprayer

Double Action

Adapted for all spraying purposes, including whitewashing, painting, and disinfecting. For spraying trees, shrubbery and garden truck, washing windows and automobiles.

Pump is double acting, requiring no priming. Operator is able to keep a constant pressure on nozzle of from 50 to 100 pounds, thereby producing a powerful, continuous, unbroken spray or stream, with slow, easy pumping. The dash agitator keeps liquids thoroughly mixed and prevents settling. Pump is quickly detached and may be used without tank if desired.

Pump: Entirely of brass.

Tank: Heavy galvanized steel.

Height: 32 inches.

Capacity: 7 gallons.

Eight feet heavy hose; brass stop cock; brass non-clogable nozzle for fine or coarse spray; brass valves; dash agitator. Tank nicely striped. Castings painted.

Price Each

\$10.00



The container on this sprayer is filled by unscrewing the container from the sprayer, which is also the way to take apart for cleaning. Besides this, the nozzle and discharge tube are easily detached for cleaning. Be sure to thoroughly clean all parts after the use of Lacquer.

With slow, easy pumping the BLIZZARD throws a continuous, unbroken, very fine mist spray of large volume, without drops. The sprayer is nicely finished.

Made in Tin or Brass.

Pump Chamber: 15 in. by $1\frac{1}{2}$ in.

Tank: 4 $\frac{1}{2}$ in. by 4 in. Capacity: One quart.

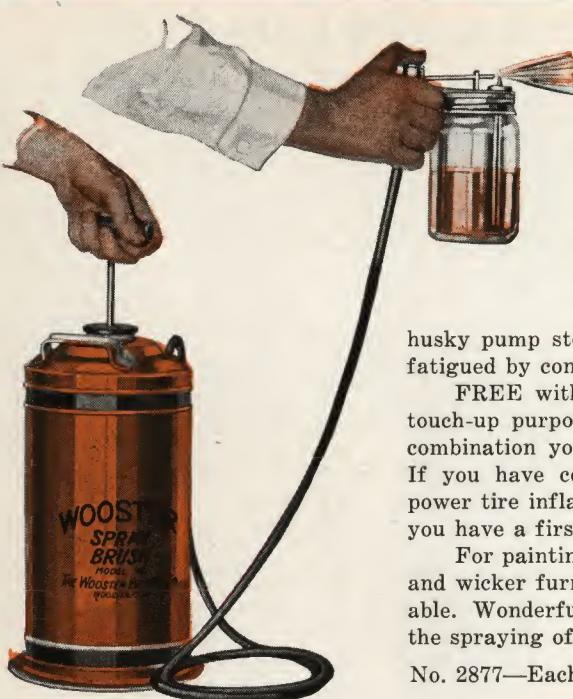
No. 5759—BLIZZARD Quart Tin Sprayer, Plain tin.

Each

No. 5758—BLIZZARD Quart Brass Sprayer, Ship wt.

16 lbs. Each \$1.00

1.50



WOOSTER SPRAY BRUSH

Here is a faster, more practical, easier to operate, spray brush backed by the Wooster experience in the application of surfacing materials. It is an air brush you can easily use. Here is a spray brush with the steady, even flow of a power outfit, yet it is operated by hand. The big, husky pump stores up a pound of air at each stroke. The operator is not fatigued by constant, rapid pumping. It is mechanically right.

FREE with each outfit, one No. 2 WOOSTER SHASTA BRUSH for touch-up purposes. This is a standard brush for lacquering and with this combination you have convenient equipment for a hundred different uses. If you have compressed air available in your garage, shop, or from a power tire inflator pump, you can easily attach the hose of the sprayer and you have a first-class power outfit.

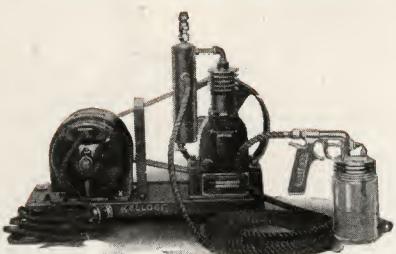
For painting radiators, lattice-work, fly screens, wire automobile wheels and wicker furniture, you will find the Wooster Spray Brush is most valuable. Wonderful for removing wall paper, paint and lacquer, as well as for the spraying of fruit trees, cattle, etc., by the use of insecticides.

No. 2877—Each \$6.35



SAVOL SPRAYER

A well-built, continuous sprayer with glass jar and 4-in-1 adjustable brass nozzle for stream, spray, mist or vapor. Jar has large, broad opening for easy filling and cleaning. Glass jar has Mason fruit jar thread so that ordinary Mason jar may be used. Fine for general household use, automobiles, insecticides, etc. Easily adjustable. No. 5823—Each \$1.10



KELLOGG UTILITY SPRAYER

All the essentials for spray painting are included in this equipment. A real air compressor complete with all necessary fittings. A suction fed spray gun giving excellent atomization with 15 feet of hose and 10 feet of electric extension cord. A few hours of painting will pay for it.

The compressor unit is mounted on casters. It weighs but 46 pounds. Runs from the lamp socket by $\frac{1}{4}$ h.p. motor. Best painting pressure is always maintained without effort on the part of the operator. Runs from 60 cycle alternating current. Price for direct current is \$10.00 additional.

No. 5824—Complete outfit \$49.50



WOOSTER VACUUM SPRAYER

This neat little sprayer attaches to your vacuum cleaner. Fine for general home use. Sprays all finishes as well as disinfectants and insecticides. Made to connect with the attachments of your vacuum cleaner. Simple and will not get out of order.

No. 5820—Each \$2.75

Power Painting

CLEAN, DRY, OIL-FREE AIR AT IDEAL PRESSURE Gasoline Outfit

Ideal for the small painting contractor—as well as for use in automobile painting and other spraying requirements where electric current of uniform specifications is not available. For larger requirements write us.



1-Gun Portable

(Gasoline Engine Drive)

HB 1-Gun Portable—No. 5765

Gasoline Engine Built in

This compact, sturdy, 1-gun paint spray is exactly like the 1-gun electric portable (No. 5766) described in the next column, except that it is powered by a gasoline engine instead of the electric motor.

The 2 HP air-cooled, single cylinder gasoline engine is built directly into the twin-cylinder HB Compressor by means of the exclusive HB Spiral, Bevel Transmission. Engine is modern automobile type with muffler, spark plug, carburetor and forced ventilation. Not to be confused with the old "hit-and-miss" type.

HB Special Automatic Unloader, which lets the engine run idle when maximum pressure is attained—the most efficient regulating device on the market. Saves gasoline as well as wear on the outfit.

Equipped with accurate pressure gauge, air filter, oil and moisture drain, oil gauge, cranking rope with handle and gasoline tank—all ready to run. Truck and mounting same as described in connection with No. 5766 Electric Portable.

31" high, 33" long, 19" wide, weighs 375 lbs.

PRICE

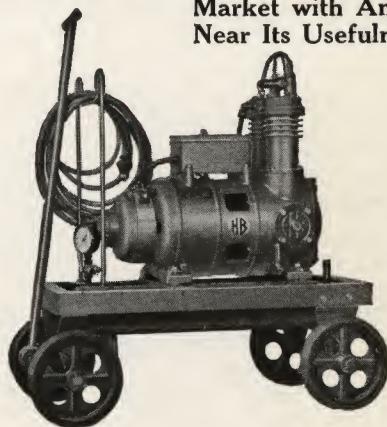
Only \$25 Monthly

\$275.00 \$50 with order and 9 easy monthly payments of \$25 each.
f.o.b. Troy, Ohio

For most successful results, should be used with No. 57 Spray Equipment described below.

Electric Outfit

The Sturdiest, Most Compact, Convenient and Lowest Priced Portable Paint Spray on the Market with Anywhere Near Its Usefulness.



1-Gun Portable—No. 5766

Just the thing where it is desired to have all the advantages of spray painting equipment without setting aside a definite space for doing the work. Can be used anywhere within reach of your electric line. Five years ahead of any similar equipment on the market. Compare it and you'll appreciate it.

MOTOR: Special HB 1½ HP 40° Ball Bearing Compressor Type.

COMPRESSOR: Twin Cylinder HB, very conservatively rated at 8½ cubic feet per minute—ample to keep one gun in continuous operation. Air cooled, splash lubrication, oil-proof rings.

AUTOMATIC: Has the HB Automatic Unloader which experience has shown is better adapted to this portable outfit than any other device. Releases load when maximum pressure is attained, saving power and wear on the motor.

EQUIPMENT: Accurate pressure gauge, air filter, oil gauge, check and safety valves, latest type toggle joint switch, steel reserve tank maintaining balanced air supply and 25 feet of rubber covered electric extension cable with plug.

PORTABLE: Outfit described above mounted on HB Special Steel Truck with sturdy steel wheels and balloon tread rubber tires. Convenient handle for moving and rack to hold hose and cable when not in use.

COMPACT: Occupies very small space. 31" high, 33" long, 19" wide, over all, with 32" handle. Weighs 375 lbs. packed for shipment.

PRICE

Only \$20 Monthly

\$235.00 \$35 with order and 10 easy monthly payments of \$2 each.
f.o.b. Troy, Ohio

For most successful results, should be ordered with complete spraying equipment No. 57, described below.

NUMBER 5767 SPRAYING EQUIPMENT FOR GENERAL PAINTING

This equipment is recommended for painting houses and for other work where large surfaces are to be covered with one color at a time, or where the paint must be forced some distance above ground.

The Spray Gun is the very latest and most efficient type, easy to operate and keep clean. The paint container is of 2-gallon capacity with pressure regulator and gauges. One 25-ft. length of air hose and one 25-ft. length of fluid hose are furnished for connecting container to the gun. Also one 25-ft. length of air hose to carry air from com-

pressor to container. Complete with necessary fittings.

PRICE

Only \$6 Monthly

\$82.95
f.o.b. Troy, Ohio

When purchased with any HB Compressor, this equipment comes to you on easy payments. Add only \$28.95 to the initial payment on the compressor and \$6 a month for 9 months.

Brushes

A workman is known by his tools. You can't do a good job of painting with poor brushes any more than with poor paint. Great Western's complete line of brushes offers you the right tools for every painting job at the lowest prices. You can work faster and easier with these brushes.

We are constantly revising our brush stock to best fit the painting needs of the day. The great majority of the brushes which we list are made by the Wooster Brush Company, which is famed for its high quality brushes. The balance are from the mills of reputable manufacturers. Every brush carries our guarantee as well as that of the manufacturer. Thus you are doubly protected.

It is often hard even for the expert to tell a good brush from a poor one just by looking at it. The real test comes from actual use. Two brushes may look exactly alike in every respect, but one will be priced higher than the other. This is mainly due to the difference in the kind of bristles used, as the big cost of the brush lies in the bristles. The chances are all in favor of the higher priced brushes rendering longer and better service. You get real quality brushes which would cost you big money from us at comparatively low prices, because of our one-step system of distribution.

The only way to be sure of real quality brushes is to buy reputable merchandise from a firm which gives an iron-clad guarantee as does the Great Western Company.

One of the greatest inventions in the history of modern brush making was the perfecting several years ago of the famous Foss-Set process. This inert substance used for the setting material, together with the Foss-Set process, is truly the most remarkable setting ever developed for paint and varnish brushes. Foss-Set permanently holds the bristles in Wooster brushes forever, and preserves their natural, oily life, so essential to the bristles of a really fine painting tool.

Many painters have used these brushes for over fifty years. They have stood the test of time and are being made better year by year. The new Foss-Set setting holds the bristles securely as long as the brushes last. It may be used in oil, water, gasoline, turpentine, paint removers, and even in dilute nitric acid without injury to the setting. Will not swell, burst nor pull apart.

Double Guarantee

Whenever you purchase a brush from us you must receive entire satisfaction or a new brush will be given you absolutely free. You are to be the judge as to the service which you should receive, based on the price you pay. The manufacturers from whom we buy the brushes guarantee them to us and we in turn guarantee them to you.

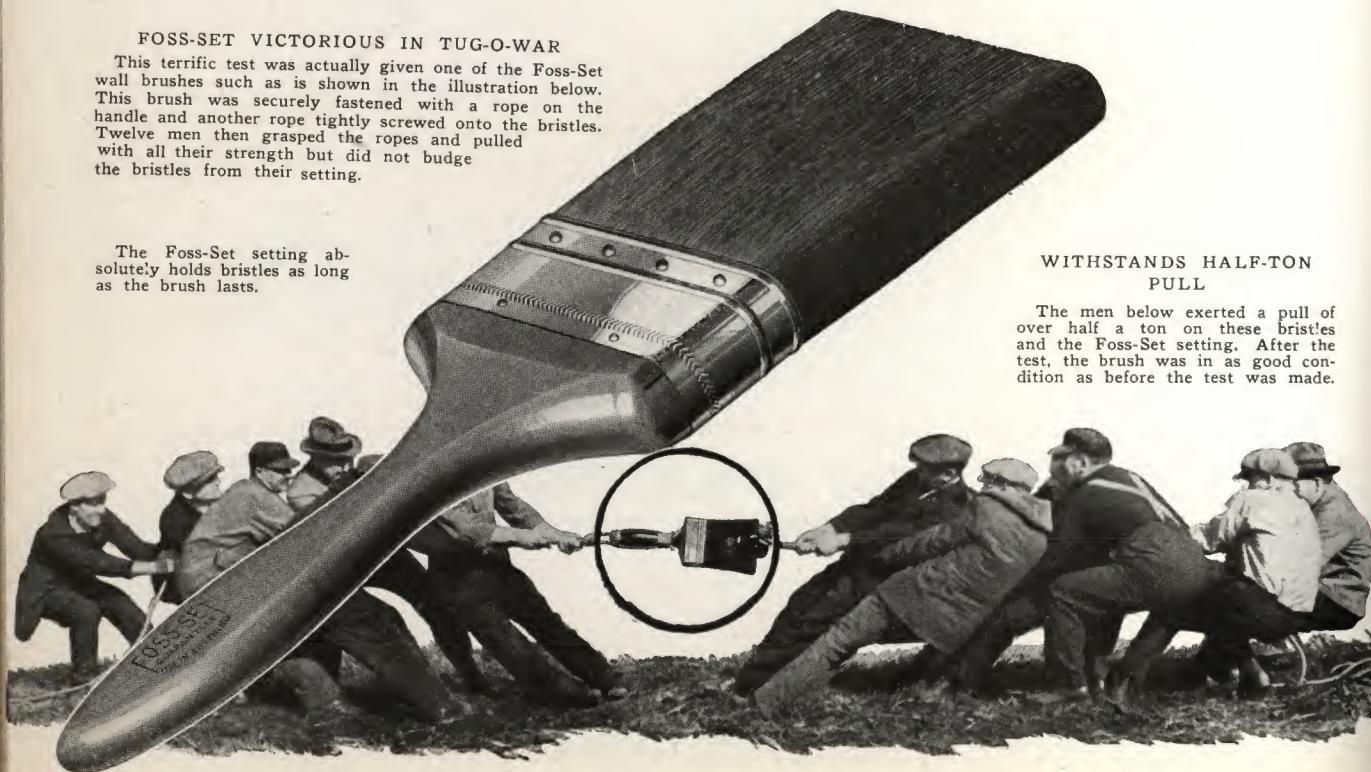
FOSS-SET VICTORIOUS IN TUG-O-WAR

This terrific test was actually given one of the Foss-Set wall brushes such as is shown in the illustration below. This brush was securely fastened with a rope on the handle and another rope tightly screwed onto the bristles. Twelve men then grasped the ropes and pulled with all their strength but did not budge the bristles from their setting.

The Foss-Set setting absolutely holds bristles as long as the brush lasts.

WITHSTANDS HALF-TON PULL

The men below exerted a pull of over half a ton on these bristles and the Foss-Set setting. After the test, the brush was in as good condition as before the test was made.



Manhattan | PREMIER

SOLID CENTER STUCCO

Every painter likes to have at least one paint brush which is the equal of any brush ever made. The Manhattan is such a brush. It is absolutely the finest brush in our line, or on the market. It is beautiful in appearance. The workmanship and materials in this brush are the finest. The bristles are extra long, full length black Chinese bristles of the very best grade obtainable. The bristles are the cream of the market and painstaking care has seen that they were properly prepared and conditioned. Heavy stock. Permanent setting which will hold every bristle in place as long as the brush lasts. This is our finest brush and is guaranteed in every respect. Shown at right.



No. 300-2004—3½ inches wide by 5¼ ins. long **\$3.75**

No. 350-2005—4 inches wide by 5½ ins. long **\$4.25**

M. P. FALCON SOLID CENTER STUCCO

This is one of the finest brushes in our line. You have to work with this brush to appreciate it. Similar to the Manhattan. Solid center, leather bound, green handle. This brush has the very best of extra long, black Chinese bristles. You will go a long way before you can find a brush to equal this one. It is priced within reach of every painter. Foss-Set, can be used in anything without injury to the setting. This patented setting will hold the bristles in an iron grasp as long as there is any brush left. You can use it right down to the last inch. Beautifully finished. You can do better work with this brush. It is a real pleasure to work with it.

No. 300-2033—3½ ins. wide by 4¾ ins. long **\$3.00**

No. 350-2034—4 ins. wide by 5⅓ ins. long **\$3.50**

No. 400-2035—4½ ins. wide by 5⅔ ins. long **\$3.85**

PRACTICAL STUCCO

WOOSTER'S EBONY SOLID CENTER

A real brush, and a prime favorite with hundreds of master painters. Here is a solid center, leather bound stucco brush which will give lasting service and a lot of real painting pleasure to its owner. Made with the best of long, selected, black Chinese bristles. Three row. Beautifully finished with a strong leather binding and a polished green handle. Fits right into your hand. Well balanced and easy to work with. This is an exceptional value for the money. Foss-Set setting holds bristles in vise-like grasp. Guaranteed fully.



No. 300-2028—3½ inches wide by 4½ ins. long **\$2.70**

No. 350-2029—4 ins. wide by 4¾ ins. long **\$3.15**

A WIDE RANGE OF STUCCO BRUSHES

a.m. Hughes SPECIAL STUCCO

\$1 75
 $3\frac{1}{2} \times 4\frac{1}{4}$

I had this brush especially made by the Wooster Company for Kangaroo painters. Most of you know what it is and the high quality that is in this brush. I don't believe it can be touched at the price.

There is a lot of good quality in this brush. Its patented Foss-Set construction is the latest advance in brush-setting in recent years. This setting holds the bristles in the vise-like grasp of solid bakelite such as you see on radio panels. There is nothing harder than this setting. It resists liquids of all kinds even dilute nitric acid. Nothing will ever damage the setting which will not injure the bristles themselves.

Will not swell, burst nor pull apart. A real brush value.

A Real Value

This is a beautiful, long-lasting, leather-bound stucco brush. It has the famous green handle and is made of pure Chinese bristle with solid center. This is truly a painter's brush. In order to do good work you must have good tools. For this reason I have had this brush made up. It is an outstanding value for the money. Well finished and well made.

A. M. HUGHES.

Wdth. Lgth.	Each
No. 300-2002— $3\frac{1}{2}$ in. 4 in.	\$1.75
No. 350-2003—4 in. $4\frac{1}{4}$ in.....	2.25

This is a very elastic pure bristle brush intended for the painter who prefers a shorter stock brush than our Tuxedo-Countess. Fully guaranteed by Great Western and the manufacturer. A very economical brush to buy.

Look for the signature of A. M. Hughes on this brush.

FOSS-SET
GUARANTEED
USE IN ANYTHING

PATENT NO. 1,105,955
SOLID
350

A. M. Hughes

SPECIAL
STUCCO

MADE BY WOOSTER

Genuine Foss-Set, guaranteed by the manufacturer and by Great Western. Here is a brush you will be proud to own.

TUXEDO STUCCO BRUSH



188 Pounds on a Wooster

A 188 pound man suspended his weight from a half inch of bristle at the end of a Wooster Brush without weakening the brush in any way. That's how strong Wooster Bristles are and how securely they are held in the brush.

A Good Brush to Hang onto

Here is a brush that will give you first class painting results! A guaranteed Wooster Brush made with the patented Foss-Set Process.

Don't Ruin Your Painting Jobs With a Poor Brush

It is wasteful to buy good paint or varnish and attempt to apply it with a cheap brush or an old brush on which the paint has dried. Old brushes, unless they have been cared for properly will streak paint and spoil the color scheme.

The Bristles Can't Come Out

Tuxedo, like all other Foss-Set brushes is guaranteed not to shed bristles, swell, nor come apart. Its first quality bristles are held firmly by Foss-Set, the strongest setting material known. Use in anything. Bristles won't shed.

*It's a Wooster
Brush*

Double Guarantee

When we buy this brush, the Wooster Brush Company guarantees that it will give entire satisfaction and will replace all that do not. When you buy it from us, you have double protection, for we will stand behind this brush and supply you with a new one if it does not give the results you expect.

This brush is Wooster's Countess with the famous green handle. It has a solid center and is leather bound. Made of the finest black Chinese bristles, held in a setting of Wooster's own invention. It can be used in anything. Will neither swell, shed nor come apart. Serviceable down to the last inch. Here is a long wearing brush which you will like to use. No. 2000— $3\frac{1}{2}$ x $4\frac{1}{4}$ inches, each \$2.50
No. 2001— 4 x $4\frac{1}{2}$ inches, each \$3.25



VICTOR STUCCO

No. 2607 STUCCO

A good, serviceable brush for general all-around work. Leather bound, plugged. Good black bristles.

Lgth. Wdth. Each
No. 2022— $3\frac{1}{2}$ in. $4\frac{1}{8}$ in. \$2.15
No. 2023— 4 in. $4\frac{1}{8}$ in. 2.60

A real, worth-while brush. White Russia bristles. Leather bound. Heavy stock. A high class tool, that will give good service for a long time. Well made and finished.

No. 2008— $3\frac{1}{2}$ x $4\frac{1}{2}$ inches, each \$2.65
No. 2009— 4 x $4\frac{1}{4}$ inches, each 3.50

METAL BOUND STUCCOS

De LUXE

"2608"

The binding of this brush is a seamless nickel ferrule; the bristles cannot pull out. Pure, black, Chinese bristles set in solid rubber and vulcanized. Many master painters prefer this brush to the leather bound stuccos. A good serviceable brush.

No. 2016-N-30
 $3\frac{1}{2}$ x $4\frac{3}{8}$ in.
Each \$2.00

No. 2017-N-35
 4 x 5 inches
Each \$3.00



This brush is similar to the De Luxe Stucco. It also has a nickel ferrule instead of the leather. It is made of white Russia bristles instead of the Chinese bristles as found in the De Luxe. This brush has found great favor with many painters. Bristles have plenty of snap and life. A fine value for the money.

No. 2010- $3\frac{1}{2}$ x $4\frac{5}{8}$
inches, Each \$2.40

No. 2011- 4 x $4\frac{7}{8}$
inches, Each \$3.15

OPEN CENTER STUCCOS



O. C. Countess-Wonder

Here is an open center brush for the painter who wishes that style. It is a cracker-jack. Permanent setting. Will not shed nor come apart. Just the right elasticity for perfect working. This brush is leather bound and made of the best selected black Chinese bristles, long and heavy. Open center. A brush that has found favor with many painters.

No. 30-2024— $3\frac{1}{2}$ in. wide by $4\frac{1}{4}$ in. long \$2.25

No. 35-2025—4 in. wide by $4\frac{1}{2}$ in. long 2.85

O. C. Faro-Worker

This brush is Wooster's Faro. Just about the best open center stucco on the market. Beautifully made with long, selected, black Chinese bristles. Leather binding. Permanent setting may be used in anything that will not injure the bristles. Well finished. This brush will give lasting service. Fully guaranteed both by Great Western and the manufacturer.

No. 30-2026— $3\frac{1}{2}$ ins. wide by 4 ins. long \$1.75

No. 35-2027—4 ins. wide by $4\frac{1}{4}$ ins. long 2.35

"O. C. Ebony Winner"

Another of the Wooster line open center stucco brushes which will give worlds of satisfactory service. Leather bound, and beautifully finished. The bristles are black Chinese, very long and heavy. A brush made for the practical painter who wants a real dependable tool. Fine for ceiling work.

No. 30-2030— $3\frac{1}{2}$ ins. wide by $4\frac{1}{2}$ ins. long \$2.65

No. 35-2031—4 ins wide by $4\frac{3}{4}$ ins. long 3.15

No. 40-2032— $4\frac{1}{2}$ ins. wide by $4\frac{3}{4}$ ins. long 3.45

"SUPREME"

Open Center Stucco

The Supreme is a good working tool preferred by painters everywhere. It is a full black stock Chinese bristle brush of high quality. Built to give lasting wear. A brush for the master painter. Well finished. Leather bound. Open center.



No. 2020— $3\frac{1}{2}$ ins. wide by $4\frac{3}{4}$ ins. long \$3.30

No. 2021—4 ins. wide by 5 ins. long 4.00

GREAT WESTERN SELLS TO PAINTERS ONLY!

The Great Western Plan is founded upon the idea that the painter is the rightful man to sell paint and reap the profit therefrom. This company is the pioneer in the field of selling direct to the painter and thinking painters all over the United States recognize this fact and stick to us.

You are sure of getting the highest

quality paint for the very lowest prices when you buy from Great Western. Everything possible is being done to give the painter service so that he may sell paint to his customers and make a business man's profit on that sale.

Make full use of the Great Western Plan in 1929 and watch your profits grow.

SPECIAL WALL BRUSHES



The three special brushes listed on this page are all made on the same general lines and look like the illustration shown above. The difference in prices of the brushes comes from the type, length and fullness of bristles used. These are fine tools for the master painter and you will find that they will give satisfaction in every respect.

FOSS-SET
GUARANTEED
USE IN ANYTHING

REDHEFFER SPECIAL

SLIM SPECIAL

A good wall brush with nickel-plated ferrule. The bristles are long and the very best selected, black, Chinese bristles, Foss-Set. Guaranteed for use in anything. Setting absolutely permanent. Both setting and bristles are first class and you know that is the two things which go to make up a good brush. Beaver tail handle with natural varnished handles.

No. 2139—3½ x 4⅓ inches, clear.....	\$1.50
No. 2140—4 x 4⅔ inches, clear.....	2.00

A top-quality brush for the painter who is only satisfied with the best tool on the market. This is an extra long and the heaviest metal wall in our line. Very best of selected Chinese bristles. These bristles are the finest to be had in the world today. Just the right kick to them to make for long and satisfactory service. This brush is sure to please any painter.

The patented setting is not affected by any liquid which will not injure the bristles. Setting guaranteed to hold the bristle. You will like the feel of this brush. Makes painting easier. Handsomely finished with a yellow varnished handle. Brush is one inch thick. Nickel-plated ferrule, and beaver-tail handle.

No. 2143—3½ x 4⅓ inches, each....	\$2.50
No. 2144—4 x 4⅔ inches, clear....	3.30

KANGAROO SPECIAL

This brush is similar to the others with its nickel-plated ferrule and natural varnished, beaver-tail handle. This long painters' wall brush is guaranteed for use in anything. Best selected Chinese bristles. Very heavy and full.

No. 2141—3½ x 4⅓ inches, clear.....	\$2.00
No. 2142—4 x 4⅔ inches, clear.....	2.40

Fancy Wall Brush



This is an excellent brush which will give lasting service. A brush which just seems to fit the hand. A Wooster brush which carries our guarantee and that of the manufacturer. Nickel-plated ferrule. Beaver tail handle. Bristles are long and the very best selected, pure black, Chinese. The pick of the Chinese bristle market goes into these brushes.

No. 2113— $3\frac{1}{2}$ x $4\frac{1}{2}$ inch \$2.70
No. 2114—4 x $4\frac{3}{4}$ inch 3.30

Master Painter Wall Brushes



W O O S T E R ' S Master Painter's Favorite

One of the best metal bound brushes. Beaver tail handle. Heavy stock. Pure, black, Chinese bristles, Foss - Set. You will get a lot of real service from this brush.

No. 2115— $3\frac{1}{2}$ in. wide
by $4\frac{1}{4}$ in. long \$2.25
No. 2116—4 in. wide
by $4\frac{1}{2}$ in. long 2.85



ATLAS

The same style as the brush above, but not quite so full stock. A good brush for the money.

No. 2117— $3\frac{1}{2}$ x $4\frac{3}{8}$ inches \$2.10
No. 2118—4x $4\frac{5}{8}$ inches 2.75

TRYME



WALL BRUSH

The same as the Wooster Joe Wall. This is a very popular low-priced wall brush, made of all pure black Chinese bristles. Nickeled ferrule. While this is not as good as some of our other wall brushes, it represents a real value for the money. Good

brush for household use. Beaver tail handle.

No. 2189—3 inches wide by $3\frac{1}{4}$ inches long. Each \$1.00
No. 2190— $3\frac{1}{2}$ inches wide by $3\frac{3}{4}$ inches long. Each 1.20
No. 2191—4 inches wide by 4 inches long. Each 1.60

Black Diamond



Winton Wall

Brush

This brush is one of our best sellers. Nickel ferrule, beaver tail handle. Mixed bristles, set in rubber. A serviceable brush for the money.

No. 2104— $3\frac{1}{2}$ in. wide
by 4 in. long.
Each \$1.20
No. 2105—4 in. wide
by $4\frac{1}{4}$ in. long.
Each \$1.60

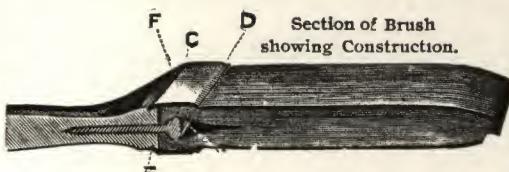
Brush

Metal bound wall brush. Black Chinese bristles set in rubber. A good brush for the money, and one that will give service. Many painters buy them in dozen lots. You will find good use for a brush of this type.

No. 2110—3 in. wide by
 $3\frac{1}{4}$ in. long.
Dozen lots \$7.50; each 70c
No. 2111— $3\frac{1}{2}$ in. wide by
 $3\frac{1}{2}$ in. long.
Doz. lots \$10.00; each 90c
No. 2112—4 in. wide by
 $3\frac{3}{4}$ in. long.
Doz. lots \$13.00; ea. \$1.25



**Good Brushes Save
Time and Money**



OHIO WALL

Made by Wooster. The strongest metal bound brush in the world. It will wear up closer without becoming stiff or stubby. It is good to the last inch.

"H" OHIO WALL

Nickel steel solid ferrule, pressure set best black Chinese bristles. Makes a nice brush for enamel work.

	Width	Length	Each
No. 25-2123	2 1/8 in.	3 1/4 in.	\$0.90
No. 30-2124	3 3/8 in.	3 1/2 in.	1.40
No. 35-2125	3 3/4 in.	3 3/4 in.	1.90

"E" OHIO WALL

Same style as above but longer stock and heavier.

	Width	Length	Each
No. 25-2126	2 1/8 in.	3 3/4 in.	\$1.30
No. 30-2127	3 3/8 in.	4 in.	1.90
No. 35-2128	3 3/4 in.	4 1/4 in.	2.45

WALL BRUSHES

No. 2601

Metal bound; Beaver tail handle; White Russia Bristles; set in vulcanized rubber.
No. 2131—Width 3 1/2 in., length 4 1/8 in. Each \$1.80
No. 2132—Width 4 in., length 4 3/8 in. Each \$2.15

No. 2604

Metal bound; Beaver tail handle; White Russia Bristles; full stock; set in vulcanized rubber.
No. 2133—Width 3 1/2 in., length 4 1/2 in. Each \$2.00
No. 2134—Width 4 in., length 4 1/2 in. Each \$2.30

GRAY EAGLE POPULAR PRICED WALL

A dandy brush to take the place of high-priced stucco brushes. If you try one you will use nothing else. Made of old-fashioned gray Russia bristles. Heavy stock. Set in rubber. Metal bound.

No. 2129—3 1/2 inches by 4 1/4 inches	.....	\$2.15
No. 2130—4 inches by 4 3/4 inches	.....	2.85

SPECIAL WALL



Here is a metal bound wall brush which will be found good for small jobs. Made of pure bristles set in rubber. A good value for the money.

	Width	Length	Lots	Doz.	Each
No. 2106	3 in.	2 3/4 in.	.....	\$4.95	\$0.45
No. 2107	3 1/2 in.	3 in.	.....	6.35	.55
No. 2108	4 in.	3 1/4 in.	.....	7.50	.65
No. 2109	4 1/2 in.	3 1/2 in.	.....	11.00	1.00

RAVEN WALL

A cheap wall brush made for household use. Metal bound.

	Width	Length	Lots	Doz.	Each
No. 2135	2 1/2 in.	2 1/8 in.	.....	\$2.15	\$0.20
No. 2136	3 in.	2 1/4 in.	.....	3.00	.30
No. 2137	3 1/2 in.	2 1/4 in.	.....	4.00	.35
No. 2138	4 in.	2 1/2 in.	.....	4.90	.45

BATAVIA BLACK WALL

This brush is made of the best black Chinese bristles, vulcanized in rubber. Beaver tail handle.

No. 2186—3 1/2 x 3 7/8 inches	.....	\$1.40
No. 2187—4 x 4 1/8 inches	.....	1.75
No. 2188—5 x 4 1/2 inches	.....	2.55

SHASTA WALL

This is Wooster's 600 and 660. Made in the famous Shasta construction. Nickel-plated steel ferrule. Solid center. Best black Chinese bristles. A wonderful brush.



No. 2149—Width 3 1/2 in., length 3 3/8 in.	Each	\$1.40
No. 2150—Width 3 1/2 in., length 4 1/8 in.	Each	\$1.90

Kalsomine--Whitewash Brushes, Etc.



Dutch Style Kalsomine

WOOSTER No. 9-0
OHIO GERMAN KALSMINE

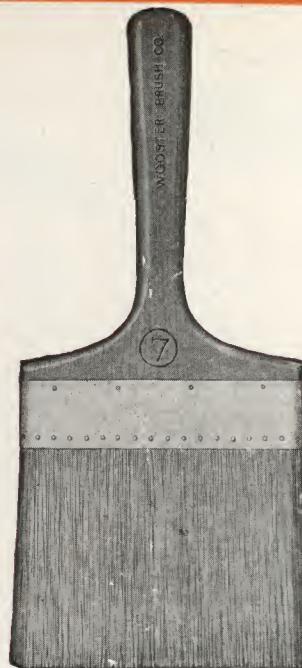
Patented construction. Made in sections securely locked in groove. Can be used in oil and paints as well as in water colors. Block $2\frac{3}{4} \times 7\frac{1}{4}$ inches. No. 2300—Length 4 $\frac{1}{2}$ in. Price each.....\$4.80



Ruberset Co's Victory Dutch Kalsomine Brush

Made of high quality gray Russia bristles. Can be used in oil or water paints.

No. 2301—No. 9. Block $2\frac{1}{4} \times 7\frac{1}{4}$ in. Length 4 $\frac{1}{2}$ in. Each \$4.50
No. 2302—No. 8. Block $2\frac{1}{2} \times 7\frac{1}{4}$ in. Length 5 in. Each \$5.75



Master Kalsomine Brush

Set in rubber, galvanized iron band, white wood handles, white Russia bristles outside, gray center.

No.	Width	Length	Each
2303	7-inch.	5 $\frac{1}{2}$ inch	\$8.20
2304	8-inch.	5 $\frac{3}{4}$ inch	9.35



Liberty American Kalsomine Brush

Set in rubber, solid steel band, best Russia bristles.

No. 2307—No. 69. Block $1\frac{5}{8} \times 7\frac{1}{2}$ in. Length 4 $\frac{1}{2}$ in. Each \$4.15
No. 2308—No. 70. Block $1\frac{3}{4} \times 8$ in. Length 4 $\frac{1}{2}$ in. Each 4.75
No. 2309—No. 71. Block $1\frac{3}{4} \times 8$ in. Length 5 $\frac{1}{2}$ in. Each 5.70



Liberty Kalsomine Brush

Formerly styled German Kalsomine. All pure Russia bristles, set in solid rows, imbedded in vulcanized rubber. Can be used in paint.

No. 2305—No. 59. Block $2\frac{1}{2} \times 7\frac{1}{4}$ in. Length 4 $\frac{1}{2}$ in. Each \$4.65
No. 2306—No. 61. Block $2\frac{1}{2} \times 7\frac{1}{4}$ in. Length 5 in. Each 5.85



Flatting Wall Brush

Set in rubber, with solid steel band. Works like a good flat brush and holds more color. Fine for fast jobs.

No. 2119—No. 10. Block $1\frac{5}{8} \times 4\frac{1}{4}$ in. Bristle 4 $\frac{3}{4}$ in. Each \$3.15
No. 2121—No. 15. Block $1\frac{5}{8} \times 4\frac{1}{4}$ in. Bristle 5 in. Each 4.05
No. 2120—No. 12. Block $1\frac{5}{8} \times 4\frac{1}{4}$ in. Bristle 4 $\frac{1}{2}$ in. Each 3.65
No. 2122—No. 45. Block $1\frac{3}{4} \times 4\frac{1}{4}$ in. Bristle 5 $\frac{1}{8}$ in. Each \$4.20

Wooster's Baby Dutch Kalsomine



A wonderful brush. Perfect in every way. It is metal bound with a galvanized iron ferrule. Best black Chinese bristles. Fosset. Can be used in anything. Holds more color than ordinary brushes. Get job done quicker and better. May be used for paste or kalsomine.

Block Bristle

No. 2312-N-2—1 $\frac{5}{8}$ x5 in.	4 $\frac{1}{4}$ in.	\$3.50
No. 2313-N-3—1 $\frac{5}{8}$ x5 in.	3 $\frac{3}{8}$ in.	2.10

DeLuxe Fresno Kalsomine

White wood handle, galvanized iron ferrule. Best quality long gray Russia bristles. Guaranteed setting. A real brush, and one which you will be proud to own. There are years of hard service in this brush. An exceptional brush.

No. 2314—7 in. wide by 5 $\frac{1}{4}$ in. long . . .	\$6.15
No. 2315—8 in. wide by 5 $\frac{1}{4}$ in. long . . .	7.00



Del Monte Whitewash

A Fair Quality for Ordinary Work.
Good Black Bristles.
Nickel Plated Band.

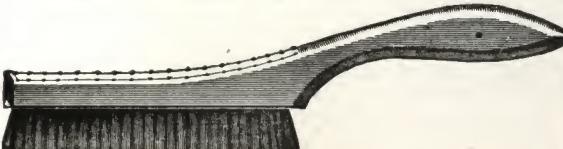
Width	Length	Each
No. 2500—6 in.	2 $\frac{5}{8}$ in.	\$0.70
No. 2501—7 in.	2 $\frac{7}{8}$ in.	.95
No. 2502—8 in.	3 in.	1.20

Spokane Whitewash

Gray	No. 2503—6 inches, each . . .	\$0.45
Tampico	No. 2504—7 inches, each . . .	.50
Stock	No. 2505—8 inches, each . . .	.60

Special Whitewash Brush

Fibre	No. 2507—6 inches wide, each . . .	\$0.20
Stock	No. 2508—7 inches wide, each . . .	.25
Tin Bound	No. 2509—8 inches wide, each . . .	.30



Furniture Rubbing Brush

Extra Quality Stiff Brushes,
Drawn with Brass Wire.

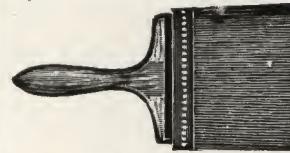
No. 2850—Each . . .	\$0.65
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Cottage Kalsomine Brushes

Brass bound, varnished handles, all pure black Chinese bristles.

Width	Length	Each
No. 2310—7 in.	3 $\frac{3}{4}$ in.	\$1.25
No. 2311—8 in.	4 in.	1.65

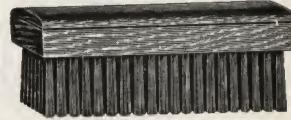
HAWKEYE Paperhanger's Paste Brush



Leather bound. Gray bristles. Wooster's Climax.

Width	Length	Each
No. 2400—7 in.	4 in.	\$2.75
No. 2401—8 in.	4 in.	3.25

Steel Wire Brushes Wisco Brand



No. 2600—6x19 rows, length 1 $\frac{3}{4}$ ins., each . . . \$0.30



No. 2601—4 rows, lgth. of wire, 1 $\frac{1}{8}$ in., each \$0.25

ALPINE Paperhanger's Paste Brush

Galvanized iron band, hardwood handle, gray Russia bristles.

Width	Length	Each
No. 2402—7 in.	4 $\frac{3}{4}$ in.	\$4.00
No. 2403—8 in.	4 $\frac{3}{4}$ in.	4.50



No. 2602—5x10 rows, length of wire, 1 $\frac{1}{4}$ in., each . . . \$0.20



No. 2603—5x10 rows, length of wire, 3 in., each . . . \$0.30

ARROW Paperhanger's Paste Brush

No. 2404

Black Chinese bristles.

Wdth. Lgth.	Each
7 in. 4 in.	\$3.00

Varnish Brushes



Flat Cutter Sash

Long cedar handles; black bristles; best sash brush made.

Width	Length	Each
No. 2222—1	in. 2 in.....	\$0.20
No. 2223—1½ in.	2¼ in.....	.30
No. 2224—2	in. 2½ in.....	.40



XXX Winton Varnish

Foss-set, nickel ferrule, natural polished handle, best black bristles.

Width	Length	Each
No. 2248—1	in. 2 in.....	\$0.30
No. 2249—1½ in.	2¼ in.....	.40
No. 2250—2	in. 2½ in.....	.50
No. 2251—2½ in.	2¾ in.....	.75
No. 2252—3	in. 3 in.....	1.00

Hawkeye Varnish Brush

Brass bound, finest black Chinese bristles, set in rubber. Same as Wooster Fort.

No. 2225—2	in., each.....	\$0.75
No. 2226—2½ in., each.....	1.20	
No. 2227—3	in., each.....	1.50



Favorite Varnish Brush

Same as 2R Ohio Wooster. Very well-known among expert painters. A high-grade brush of good elasticity. Triple thick. Silk thread Chinese bristles, the finest on the market for varnish brushes. Yellow, beaver tail handle.

Triple thick, chiseled, nickel ferrule, selected black Chinese bristles.

Width	Length	Each
No. 2295—1½ in.	2⅔ in.....	\$0.55
No. 2296—2	in. 2⅔ in.....	.70
No. 2297—2½ in.	3 in.....	.85
No. 2298—3	in. 3⅔ in.....	1.15

Chief Varnish Brush

Nickel bound, best black bristles, double thick, cement set.

Width	Length	Each
No. 2233—1	in. 1⅓ in.....	\$0.30
No. 2234—1½ in.	2 in.....	.40
No. 2235—2	in. 2⅔ in.....	.55
No. 2236—2½ in.	2½ in.....	.70
No. 2237—3	in. 2⅔ in.....	.85



Service Varnish Brush

Tin bound, black bristles. A cheap household brush.

	Doz.	Lots	Each
No. 2253—1	inch.....	\$0.75	\$0.08
No. 2254—1½ inch.....	.95	.10	
No. 2255—2	inch.....	1.25	.13
No. 2256—2½ inch.....	1.50	.18	
No. 2257—3	inch.....	1.80	.20



Security Varnish Brush

Steel bound, set in rubber oval beaver tail handle. Triple thick selected black bristles. Strictly high-grade brush.

Width	Length	Each
No. 2242—2⅔ in.	3¼ in.....	\$1.00
No. 2243—2⅔ in.	3⅔ in.....	1.40
No. 2244—3⅔ in.	3⅔ in.....	1.90

Very well-known among expert painters. A high-grade brush of good elasticity. Triple thick. Silk thread Chinese bristles, the finest on the market for varnish brushes. Yellow, beaver tail handle.

Coon Varnish Brush

Yellow handle, tin bound, black bristles.

Width	Length	Each
No. 2228—1	in. 1⅓ in.....	\$0.10
No. 2229—1½ in.	1⅓ in.....	.15
No. 2230—2	in. 2 in.....	.20
No. 2231—2½ in.	2 in.....	.30
No. 2232—3	in. 2⅔ in.....	.35

"ENAMELO"---An Ideal Tool

For the Master Painter. Here is a brush made especially for applying Enamel Paint. You have always wanted a brush just like this. It's just the right length, is elastic and not too stiff. Made of selected Black Chinese Bristles, solid center and nickel bound.

Each
No. 2220—Width, 3 in.; length, 4 in..... \$1.85
No. 2221—Width, 3½ in.; length, 4¼ in..... 2.75

SHASTA

IT'S A WOOSTER

For first class work you can't beat this famous brush. The Shasta is a thoroughbred brush in looks and action and wearing quality. Its price is moderate and it is fully guaranteed. When buying brushes always consider more than merely price and appearance. A poor brush generally looks attractive and will fool even an expert. Actual use alone determines the quality of a paint or varnish brush. Sleek, springy bristles flow the paint on evenly and smoothly. The bristles are held firm and tight—they wear and wear, but don't come out. The Wooster "Shasta" patented process not only produces a better brush, but produces it at less cost! Thus you get exceptional value.

Read This Guarantee

Three-quarters of a century of experience and reputation are built into Wooster Brushes. They are nationally known as fine brushes and every one is guaranteed. When you buy a Shasta Brush, you must get satisfactory wear and service. Shasta Brushes never shed their bristles.

Shasta Varnish Brushes

Nickel-Plated, Solid Steel Ferrules, Natural Varnished Handles with Red Stripe. Very best Pure Black Chinese Bristles, long stock, solid center, warranted for all purposes. Packed six in a box. Made by a new patented process. Foss-set.

	Width	Length	Each
No. 33—2200	2 $\frac{1}{8}$ "	2 $\frac{7}{8}$ "	\$0.50
No. 44—2201	2 $\frac{5}{8}$ "	3 $\frac{1}{8}$ "	.70
No. 55—2202	3 $\frac{1}{8}$ "	3 $\frac{3}{8}$ "	.90
No. 15—2203	3 $\frac{1}{8}$ "	3 $\frac{5}{8}$ "	1.35
No. 16—2204	3 $\frac{1}{2}$ "	3 $\frac{5}{8}$ "	1.70
No. 17—2205	4"	3 $\frac{7}{8}$ "	2.05

White Shasta Varnish Brushes

Pure Selected White French Bristles, solid center. Natural varnished handles, nickel ferrules, Foss-set.

	Width	Length	Each
No. 330—2206	2 $\frac{1}{8}$ "	2 $\frac{7}{8}$ "	\$0.85
No. 440—2207	2 $\frac{5}{8}$ "	3 $\frac{1}{8}$ "	1.05
No. 550—2208	3 $\frac{1}{8}$ "	3 $\frac{3}{8}$ "	1.40

Shasta Sash Tools



Nickel Plated Steel Ferrule
Solid Center, Best Black Chinese Bristles

	Width	Length	Each
No. 77—2239	1 $\frac{5}{8}$ "	2 $\frac{5}{8}$ "	\$0.40
No. 88—2240	2 $\frac{1}{8}$ "	2 $\frac{7}{8}$ "	.60

OVAL VARNISH BRUSHES



Oval Varnish

Full oval, new shape, beaver tail handle. Best black Chinese bristles.

Width	Length	Each
No. 50-2209—2½ in.	3½ in.	\$1.15
No. 60-2210—2¾ in.	3¾ in.	1.50
No. 70-2211—2½ in.	4 in.	1.95



Wooster's Flexible DeLuxe Oval Chisel Varnish

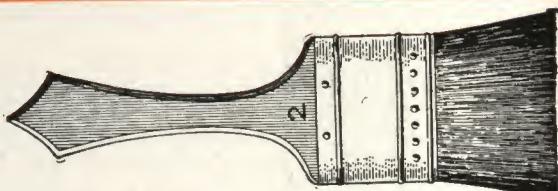
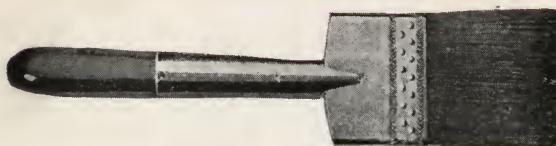
Best Quality Black Chinese Bristles.
Nickel-Plated Ferrule.

Length	Width	Each
No. 6-0—2216	3½ in.	\$1.20
No. 8-0—2217	3¾ in.	1.30
No. 10-0—2218	4 in.	1.75
No. 12-0—2219	4½ in.	2.10

Flagg Oval Varnish Brushes

No. 11-2212—Flagg Oval Varnish, 1¼ x 3	.....	\$0.50
No. 22-2213—Flagg Oval Varnish, 1½ x 3½	.....	.65
No. 33-2214—Flagg Oval Varnish, 1¾ x 3½	.....	.85
No. 44-2215—Flagg Oval Varnish, 2 x 3½	.....	1.30

SOFT HAIR VARNISH BRUSHES



DOUBLE CHISEL FITCH FLOWING

Nickel-plated finish. Soft flowing. A very superior brush.

No. 2260—1½ inch, each	.....	\$0.60
No. 2261—2 inch, each	.....	.70
No. 2262—2½ inch, each	.....	.90
No. 2263—3 inch, each	.....	1.10

BADGER HAIR FLOWING

No. 2663—2 inch, each	.....	\$1.25
No. 2664—2½ inch, each	.....	1.60
No. 2665—3 inch, each	.....	2.15

SIGN WRITERS' BRUSHES AND PENCILS



Ox Hair Sign Writers

No. 2708—1/4 inch	.....	\$0.25
No. 2709—½ inch	.....	.35
No. 2710—¾ inch	.....	.45
No. 2711—1 inch	.....	.60

Camel Hair Marking

No. 2769

Best quality, dome pointed, round tin ferrules, long handles. Assorted 1 to 4. Dozen

\$0.90



ARTISTS' OR FITCH'S

Black Chinese Bristles Chisel Artists' Brushes

No. 2762—½ inch	.....	\$0.15
No. 2763—¾ inch	.....	.20
No. 2764—¾ inch	.....	.25
No. 2765—1 inch	.....	.30

Sablene One Stroke

No. 2712—1/4 inch	.....	\$0.30
No. 2713—3/8 inch	.....	.35
No. 2714—1/2 inch	.....	.45
No. 2715—5/8 inch	.....	.50
No. 2716—3/4 inch	.....	.70
No. 2717—1 inch	.....	1.00



Camel Hair Sword Striping

No. 2704

Flat tin ferrules, without handles. Hair 2 to 2¾ ins. long. Nos. 1, 2, 3 and 4, assorted, per doz.

\$2.50

SABLENE SIGN WRITERS

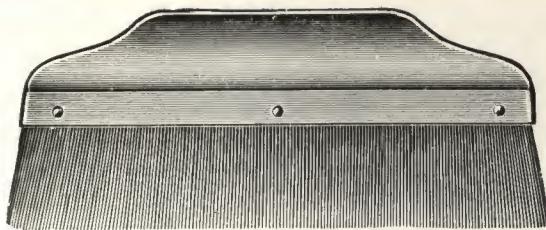
Flat, nickel-plated ferrule, red flat polished handles, chiseled edges. Length of hair, 5/8 inch to 1 inch.

Width	Each
No. 2650—1/4 inch	\$0.35
No. 2652—1/2 inch	.60
No. 2653—3/4 inch	.80
No. 2654—1 inch	1.10

Regal Smoother or Dry Brush

One of the finest smoothers on the American market today. All pure white bristles, four row, one inch thick. Bristles 3 inches clear of block. Made for ceilings, tints, pulps, and especially for soft papers. It will not mar papers of the softest texture. The best thing we have seen in the way of a smoothing brush.

No. 2921—12 inches wide	.....	\$3.00
No. 2922—14 inches wide	.....	4.00



Side Partner Smoothing Brush

Best stiff black Chinese bristles, imbedded in hard rubber, 2½ inches clear. Very full stock.
 No. 2900—12 in. wide, No. 82, each.....\$1.90
 No. 2901—14 in. wide, No. 84, each.....2.15
 No. 2902—16 in. wide, each.....2.60

Yellow Side Partner

Yellow bristles. Same style as above. Length 2½ inches.
 No. 2907—12 in., each.....\$2.65
 No. 2908—14 in., each.....3.00

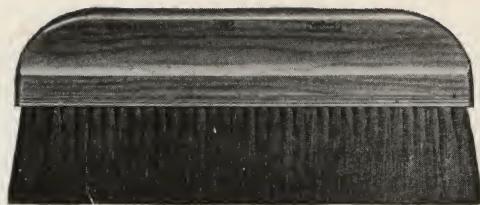
Humdinger Smoothing Brush

Same style as "Side Partner" but not so full stock.
 2½-inch black bristle.
 No. 2905—12 in., each.....\$1.50
 No. 2906—14 in., each.....1.75



Fine Smoother

Nickelized ferrule, black Chinese bristles, 2¾ inches, clear, untrimmed, block 7/16 inch thick.
 No. 2915—12 inches wide.....\$2.00



Flyer Smoother

New notted construction. Chinese bristles, 2½ inches clear of block. Three-row on block, ¾ inches thick. A light, comfortable brush for high-grade paperhanging.
 No. 2918—12 inch, each.....\$2.05
 No. 2919—14 inch, each.....2.25

Climax Smoother

Black bristle; 2-row. 2-inch Bristle.
 No. 2903—12 in. wide, each.....\$1.60
 No. 2904—14 in. wide, each.....2.25

GLOBE SMOOTHING BRUSH

Wire drawn. Black Chinese bristles. Two inches clear of block; 2-row. Stiff bristles.
 No. 2909—12 in. wide, each.....\$1.70
 No. 2910—14 in. wide, each.....2.35

FIELD

New knotted construction, black Chinese bristles, 2¾ inch clear, untrimmed soft top for hanging very delicate papers, block 1 inch thick, three row.
 No. 2916—12 inches wide, each.....\$2.30

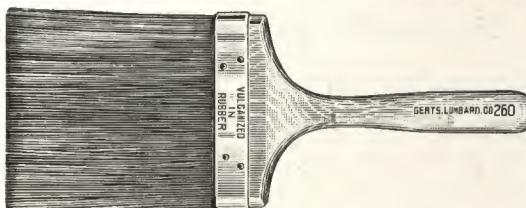
FLAXEN

New knotted construction, black Chinese bristles. 2½ inches clear of block. Block 1 inch thick, three row.
 No. 2917—12 inch, each.....\$2.30

ARROW SMOOTHING BRUSH

Two-row yellow Russia bristles. Length of bristles, 2 inches; wire fastened.
 No. 2911—12 inch, each.....\$1.69
 No. 2912—14 inch, each.....2.15

PAINTERS' DUSTERS



No. 2960—ORIOLE DUSTER. Set in rubber, round handle, black Chinese bristle, horse hair middles, solid nickel plated ferrule. Width 4 inches, length 4¾ inches. Each.....\$1.35



HIP FIT DUSTER

Black bristles outside, grey center, curved block, fits the hip.
 No. 2961—4¼ x 3⅓ inches, each.....\$2.10

No. 2950—White Auto
 Mixed pure white Russia bristles. Pitch cement set. Red polished block, 4 ins. wide; 4½ in. bristle. Each.....\$1.75

No. 2951—Master Painters
 Gray Russia bristle, yellow Russia casing. Cement set. Yellow polished handles. 4 in. wide; 4½ in. bristle. Each.....\$1.75

No. 2953—Hawkeye
 Gray Russia bristle center, black China casing. Cement set. Yellow handle. 4 in. wide, 3¾ in. bristle. Each.....\$1.25

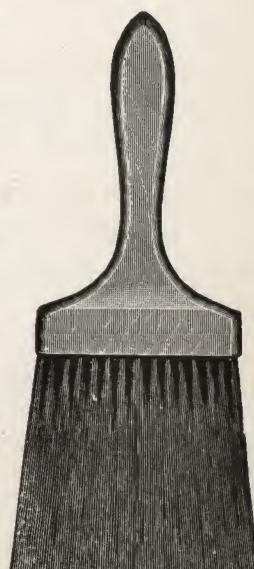
No. 2955—Oval
 Width, 3 in.; length, 3⅔ in. Set in pitch. Natural wood handle. Best bristles. Each.....\$1.25

No. 2956—Flat
 Width, 4¼ in.; length, 4¼ in. Round handle. Best black bristles. Each.....\$1.75

No. 2957—Flat
 Width, 4 in.; length, 3½ in. Each.....\$0.95

No. 2958—Flat
 Width, 4 in.; length, 4¼ in. Each.....\$1.75

No. 2959—Flat
 Width, 4 in.; length, 4¼ in. Each.....\$2.25



MISCELLANEOUS BRUSHES



Wall Stippler

Extra fine Gray Russian Bristles. Warranted not to warp.
No. 2852—Block 3x8 inches..... Each \$4.50



Leader Skimmer

Leather bound, double nailed, gray bristles, very full and heavy.
No. 2853—8 inches wide. Each..... \$4.35



Nero Bronzing Brush

No. 2854—1 inch	Each	\$0.20
No. 2855—1½ inch .....		.30
No. 2856—2 inch .....		.35

King Wax Spreader and Polisher

No. 2857—Price \$4.50

Floor Waxing and Polishing Brush

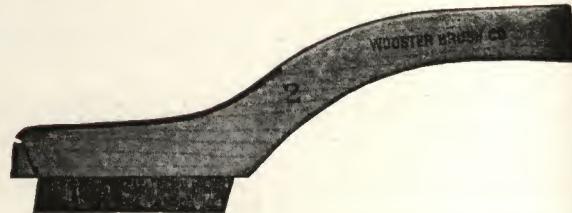
No. 2858—15 lb.	\$1.75
No. 2859—25 lb.	2.50

Angular Fresco Liners

No. 2778— $\frac{1}{8}$ inch	\$0.15
No. 2779— $\frac{1}{4}$ inch .....	.20
No. 2780— $\frac{3}{8}$ inch .....	.25
No. 2781— $\frac{1}{2}$ inch .....	.30
No. 2782— $\frac{5}{8}$ inch .....	.35
No. 2783— $\frac{3}{4}$ inch .....	.50
No. 2784— $\frac{7}{8}$ inch .....	.60
No. 2785—1 inch .....	.70

Brick Striper

For Fine Striping
No. 2860 \$0.30



King Roofing Brush

No. 2861—3 knot, each	\$0.75
No. 2862—4 knot, each	1.00



C. B. Roofing Brush

No. 2863—3 knot, each	\$1.50
No. 2864—4 knot, each	1.75

Stencil Brushes—Gray

No. 2866—No. 2, each	\$0.25
No. 2867—No. 4, each	.28
No. 2868—No. 6, each	.30
No. 2869—No. 8, each	.40
No. 2870—No. 10, each	.50
No. 2871—No. 12, each	.60



Neverleak Roofing Brush

No. 2865
All black Tampico; 8 in. wide,
3½ in. in length. Wire fastened.
A good brush for applying Roof
Cement or black roof paint.
Each \$0.65



Walnut Graining Whip

Brass Bound—Selected Yellow Russian Bristles	Width	Length	Each
No. 2872—3 in.	5 $\frac{1}{8}$ in.	.....	\$1.10
No. 2873—3½ in.	5 $\frac{1}{8}$ in.	.....	1.25
No. 2874—4 in.	5 $\frac{1}{8}$ in.	.....	1.50



Photo Courtesy
United Artists

ARE YOU WAITING FOR YOUR SHIP TO COME IN?

By A. M. HUGHES, President

A PHILOSOPHER once said that there is no law against hustling freight on the docks while waiting for your ship to come in. I think there is a lot of wisdom in his words.

How many painters today are looking for some windfall to come and make them rich? No small number. And yet they have riches in their back yards and do not seem to realize it. The Great Western Plan is waiting for them to take it up and work it. That is all it needs. Just a good, thorough "follow-through."

I realize that it is not as appealing to the imagination as the visionary schemes painted by some wild stock-promoting salesman, but the real money in this world is made by getting a good common-sense plan and then following it through, day after day.

The Great Western Plan was worked out in detail to fit the needs of the painter and only the painter. It is not a wild, hair-brain idea, but a plan which has been tested in the fire of many years' experience and has proved to be pure gold. Painters all over the country who have followed the plan have made themselves financially independent. I know this because I receive letters every day which tell of the prosperity of the painters who are really working the plan.

Your ship never will come in if you curl up on a coil of rope and go to sleep on the docks. The chances are that you will wake up some day and wonder just how you happened to squander your time and effort without getting anything to show for it. Now men, I don't want to turn this into a sermon as it looks as if I might be getting ready to do, but I know that as every painter has not yet become a Kangaroo, there must be some of you who have not yet grasped the real meaning of the Great Western Plan. Frankly, I can't for the life of me see how any painter can help using Great Western Paints and taking advantage of the great opportunities which the Great Western Plan offers him.

Don't think I am too enthusiastic. I am not. Painters time and again have proved the truths of these statements. They have shown that everything about the Plan is right. Otherwise it would not have succeeded as it has. In the first place the paints are the equal of any on the American market today. I mean

this literally. No better paints can be made. We have made some strong claims for our paints and have even published the formulas of many of them in this catalog. You know we could not stay in business a minute if these statements were not absolutely true. There are a hundred people ready at any minute to pounce on a mis-statement. Uncle Sam, through his post office department, has an eagle eye on every business which receives orders via his postmen. We must know that every description is correct. You cannot be so sure of quality when you buy locally.

In the second place, we have made our prices the lowest possible consistent with the quality of our products. This enables you to sell paint to your customers at prices below those of local competitors and still make a real profit for yourself. That is the meat of the whole proposition. It is a simple plan.

There are no intricate details to it nor any trick schemes. Just a straightforward plan for putting more money into the pockets of the painter who has the determination to follow the plan.

Now I can't go into any more details here. It has all been explained fully in the foregoing pages. The products have been carefully described. Your common-sense will tell you that the plan will work. But it will not work if you don't put it into practice.

Years ago I read the story of an old Athenian who spent his time looking for the "philosopher's stone!" This stone was reputed to have the power to turn base metals into gold. Now this old man spent his time picking up pebbles on the beach and touching them to a lead ring on his finger to see whether he could find the one which would turn that lead ring into gold. He spent years at the task. It became a mechanical occupation with him. One day he stopped to rest and was astounded to find that his lead ring had turned to pure gold. He had found the "Philosopher's Stone" and had tossed it away unheeded as he had tossed away a million other stones. Too late he found his mistake.

I have often thought of that story since. Many painters go from one scheme to another; from one brand of paint to another. They buy one product here and another there. I am writing this page to keep you from being like the man who tossed away the magic stone.

The Great Western Plan will turn your painter's lead into gold. Make it your philosopher's stone, and it will make you independent. All you need to do is to follow the plan faithfully. You have read about it in this book, but that is just the start. Put it into practice today. Sell your first order of Great Western Paints and pocket that extra profit—now!

SWIFT SERVICE



SLIM---THE SPEED DEMON

Folks, this is Slim. Slim has a column in the Paintcraft in which he tells each month of the dumb things which he does. Now Slim may be terribly dumb when it comes to some things, but he is certainly a real speed merchant when it comes to getting the orders out right and on time.

Nothing can keep Slim from getting out the orders, even if he has to work all night. He has a group of trained assistants helping him in the shipping department of the Kansas City plant.

Shorty is the chief shipping clerk at Chicago, Slick at Ft. Smith, and there is one at each of the new plants. They are on their toes to see that the order goes.

The complete shipping organization of the Great Western company is a marvel of efficiency, and is making Great Western service a by-word among painters.

Greater Savings and Better Service

The Great Western Paint Manufacturing Company is the largest institution of its kind in America. This distinction has been gained by successfully serving the painters of the country for more than sixteen years. We have been mighty proud of the success which the company has made, but we have realized that there were chances for bettering our service through bringing our plants nearer to you.

This year we have installed three new branches to serve the painters in remote territories more efficiently. These new branches will cut hours from the shipping time, and enable you painters in their districts to get your paint much sooner than heretofore.

Our plants have been located to serve the greatest number most economically. We have tried to divide the painters so that they would receive envelopes and literature bearing the name of the branch nearest to them. This means a saving to you in freight rates as well as in time. Those of you who live near the new branches will save a tidy little sum in the course of a year because of the establishment of these new branches.

The same high quality Great Western paints are shipped from all these branches. Choose the one nearest to you when sending in your order.



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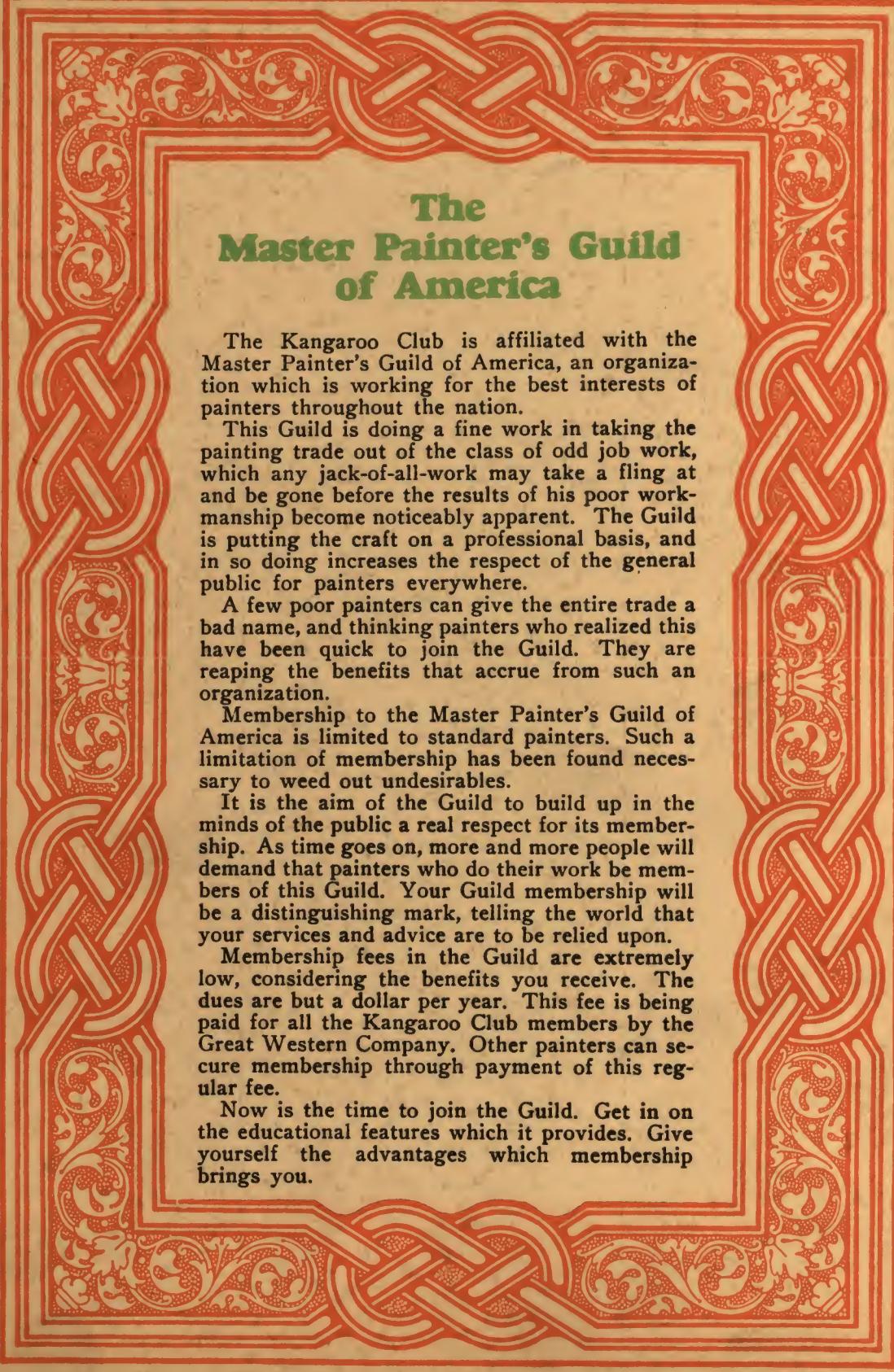
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The Master Painter's Guild of America

The Kangaroo Club is affiliated with the Master Painter's Guild of America, an organization which is working for the best interests of painters throughout the nation.

This Guild is doing a fine work in taking the painting trade out of the class of odd job work, which any jack-of-all-work may take a fling at and be gone before the results of his poor workmanship become noticeably apparent. The Guild is putting the craft on a professional basis, and in so doing increases the respect of the general public for painters everywhere.

A few poor painters can give the entire trade a bad name, and thinking painters who realized this have been quick to join the Guild. They are reaping the benefits that accrue from such an organization.

Membership to the Master Painter's Guild of America is limited to standard painters. Such a limitation of membership has been found necessary to weed out undesirables.

It is the aim of the Guild to build up in the minds of the public a real respect for its membership. As time goes on, more and more people will demand that painters who do their work be members of this Guild. Your Guild membership will be a distinguishing mark, telling the world that your services and advice are to be relied upon.

Membership fees in the Guild are extremely low, considering the benefits you receive. The dues are but a dollar per year. This fee is being paid for all the Kangaroo Club members by the Great Western Company. Other painters can secure membership through payment of this regular fee.

Now is the time to join the Guild. Get in on the educational features which it provides. Give yourself the advantages which membership brings you.